

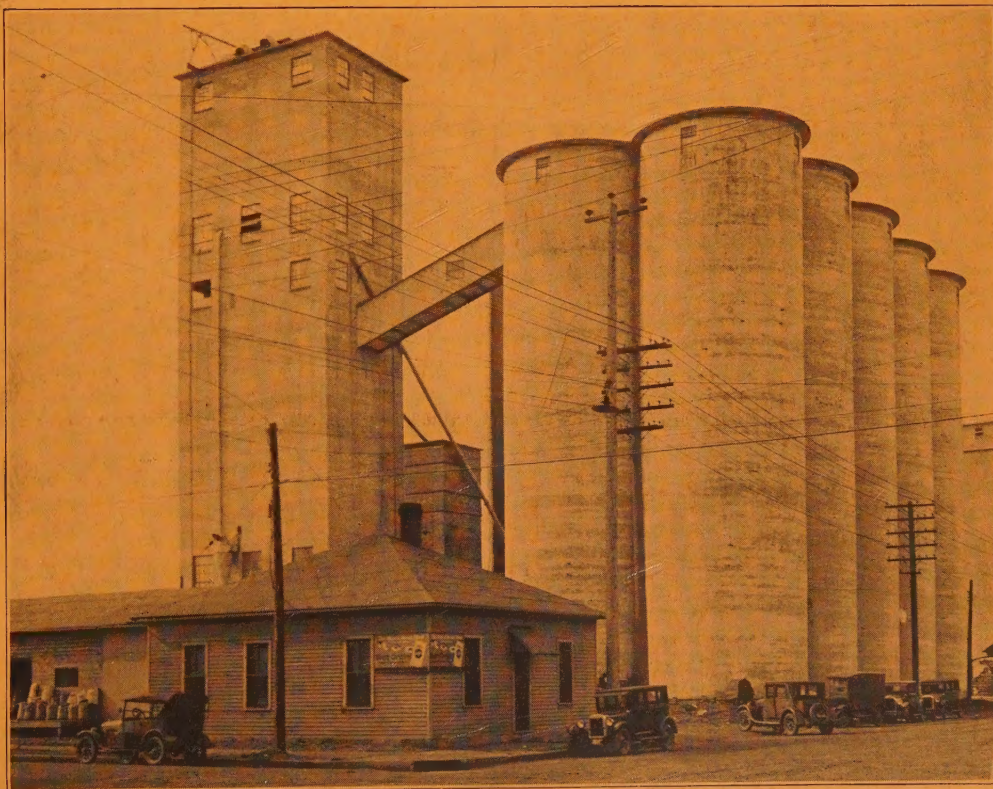
GRAIN DEALERS' JOURNAL

Devoted to the design, construction, equipment and operation of better grain handling plants.

aug 10

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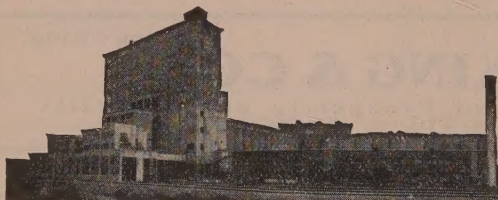
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1124 Board of Trade KANSAS CITY, MO.

SCOULAR BISHOP GRAIN CO.
Kansas City CONSIGNMENTS Omaha

WOLCOTT & LINCOLN

Incorporated
Operating Alton Elevator
CONSIGNMENTS

Future orders executed in all markets
1407-10 Board of Trade, Kansas City
Hutchinson, Kans. Salina, Kans.
Wichita, Kans. Pratt, Kans.

UHLMANN GRAIN CO.

Board of Trade - - Kansas City
87 Board of Trade - - Chicago
N. P. Anderson Bldg. - Fort Worth, Tex.
Produce Exchange - New York City
Operators of Katy Elevator, 2,300,000
bushels capacity, at Kansas City



Buyers—Sellers

**WHEAT . CORN
OATS . BARLEY**
CONSIGNMENTS
MILL ORDERS

A Hearty Welcome

is extended managers of elevators,
representatives of other grain markets
and of the supply trade and all dele-
gates to the Farmers Grain Dealers'
Association of Iowa meeting in annual
convention at

Cedar Rapids

January 24, 25, 26

W. M. Bell Co.
Jas. E. Bennett & Co.
Cedar Rapids Grain Co.
Emrich Grain Co.
Fraser-Smith Co.
Gifford Grain Co.
Hamilton Seed & Coal Co.
Iowa Milling Co.

Lamson Bros. & Co.
Mesquakie Mills
Penick & Ford, Ltd., Inc.
Piper Grain & Milling Co.
The Quaker Oats Co.
Schoff & Baxter
Three Minute Cereals Co.
Wilder-Murrell Grain Co.

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

Houlton Grain Co.

Wholesale Grain.
Get in touch with us.

O. M. Kellogg Grain Co.

Receivers shippers of all kinds of grain.

The Conley-Ross Grain Co.

Wholesale Grain.

Farmers Union Mlg. & Elev. Co.

Wholesale Grain and Feed.
38th and Wynkoop Sts.

The Ady & Crowe Mercantile Co.

Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Chamber of Commerce
Members

CINCINNATI

Chamber of Commerce
Members

SCHOLL GRAIN CO.

Grain Merchants

THE EARLY & DANIEL CO.

RECEIVERS & SHIPPERS

STORAGE CAPACITY 2,500,000 BUSHELS

RECEIVERS, SHIPPERS AND BROKERS

Barnes-Ames Co.

GRAIN MERCHANTS

Duluth New York

E. A. Grubbs Grain Co.

Milling Wheat Corn Oats

Wire for Prices

Greenville - Ohio

Send Your Offerings to

The Abel-Whitman Co., Inc.

Grain — Feed — Brokerage

511 Produce Exchange, New York, N.Y.

WE BUY

SALVAGE GRAIN

and are in position to use any grade including the extreme wet, sour salvage

E. O. WHITE - Dana, Ind.

GORDON GRAIN CO.

CONSIGNMENT SPECIALISTS

ST. JOSEPH, MO.

E. H. BEER & CO., INC.

Successors to

Chas. England & Co., Inc.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients

EXCHANGE BUILDING

MEMPHIS

Clark's Double Indexed Car Register

for car lot dealers

Is a record book designed to afford ready reference to the record of any car number. Facing pages 11x15½" of heavy ledger paper are each ruled into five columns, those on the left-hand page being numbered 0, 1, 2, 3 and 4; while columns on the right-hand page are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record."

The marginal index figure represents the right hand or unit figure of the number entered; and the column heading the second or tens figure. So that the required number can always be instantly found if properly entered.

Form 40 contains 42 pages, bound in heavy canvas covers with spaces for registering 13,200 cars. Price, \$2.50. Weight 1¾ lbs.

FORM 42 contains 72 pages, bound in art canvas covers with spaces for registering 21,600 cars. Price, \$3.25. Weight 2¾ lbs.

Grain Dealers Journal, 309 So. La Salle St., Chicago, Ill.

Mattoon, Ill.—Always enjoyed reading your Journal and got considerable information from it. When any changes have been made in the elevator business you tell about it.—M. M. Adrian.

Nothing is
apt to cost
so much as
a bearing
that cost
so little

You men who plan, build, use or pay for machines of any kind, remember this: It costs more to replace a poor bearing than to buy the best one that SKF ever produced.



Real Facts About **SKF** Bearings From a Country Elevator Man

OUT on the firing line the true story is to be found of what SKF Ball Bearings can and are doing for country elevator men. Those in daily contact with the job of keeping the plant going know what power savings, less maintenance and reduced fire hazard, have come to mean with the installation of SKF on their equipment. Here's what E. E. Wilson of the Thompson-Wilson Grain Co., Hunter, Okla., enthusiastically writes in his letter of December 1st, 1927:—

"Last spring we installed SKF Ball Bearings in our grain elevator on all shafts except the boot shaft, and we are certainly

well pleased, as they run cool and need the addition of grease only about every three or four months. All of which saves a lot of time in operating our plant.

"Belts seem to cling to pulleys better which is caused by load being thirty or thirty-five percent lighter, and also causes a reduction in power bill.

"Cool bearings do not start fires and, we feel quite sure, if grain men would install SKF Ball Bearings that there would be a reduction in grain elevator fires."

Tell us about your elevator bearing problems. Our engineers will gladly co-operate in their solution.

SKF INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.

1964

Ball Bearings ~ Roller Bearings



SKF

LARVACIDE

CHLORPICRIN

A 100% Exterminator

The Safe Fumigant for
Grain Elevators--Seed Warehouses
Flour Mills--Private Residences

Non-Inflammable
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau

Information Including Technical Papers on Request

INNIS, SPEIDEN & CO.

46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.

Twin City Exterminating Co.,

2399 University Ave., W., St. Paul, Minn.

Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.

Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.

Bode Furniture Fumigation Co.,

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Territories are open for active responsible distributors



*Make this
distinction:*

Silica and graphite
mixtures

vs.

a natural
combination

SINCE Dixon's Silica-Graphite Paint was first made, 60 odd years ago, many graphite paints have appeared on the market. None but Dixon's, however, is made with the famous *Ticonderoga Flake Graphite* in natural combination with silica.

We say without hesitation that this pigment makes a more durable and efficient paint. And we know because we use in our various products every known grade of graphite. We have tested many formulas; and we have evidence in many remarkable service records made by the original product.

You can not do better than to use and specify Dixon's Silica-Graphite paint for all exposed metal or wood work. Write for Booklet 15-B.

**DIXON'S
SILICA-GRAPHITE PAINT**

Joseph Dixon Crucible Company
Jersey City New Jersey



Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE - EFFECTIVE
INEXPENSIVE - EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars
Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.



**Clow-Winter
Mfg. Co.**

614 Metropolitan Life Bldg.
Minneapolis, Minn.

FARMERS' ELEVATOR COMPANY

Chappell, Nebraska, Aug. 3, 1927.

Clow-Winter Mfg. Co.,
Minneapolis, Minn.

Gentlemen:

We are happy to say that we installed two Clow-Winter's Head Drives in our Elevator about four months ago, and if we were not able to get another one, would not dispose of them at any price.

During the month of July last year we handled with our old belt drive from July 12th to August 1st 330,000 bushels of grain and our motors were running so hot that we were afraid they would burn up and at a cost for electric power \$140.00.

This season we handled 400,000 bushels over the Clow-Winter's Drives from July 18th to August 1st at a cost \$108.00 for power.

At all times our motors were perfectly cool, and on July 25th we handled 700 loads of wheat over two Winter's Dumps and two Clow-Winter's Head Drives, or a total number of 46,875 bushels and 40 lbs. of wheat.

We cannot speak too highly of the head drives and do not hesitate to recommend them to any one as we have given them a try out with choke-up and have abused them in every way possible.

Yours truly,

FARMERS' ELEVATOR CO.,
By C. L. Bartlett, Mgr.

**Motorize with Winter's Universal Elevator
Drive**



We have equipped 75% of
the terminal elevators built
or equipped during the last
20 years in the U. S. and
Canada. You can profit by
this experience.

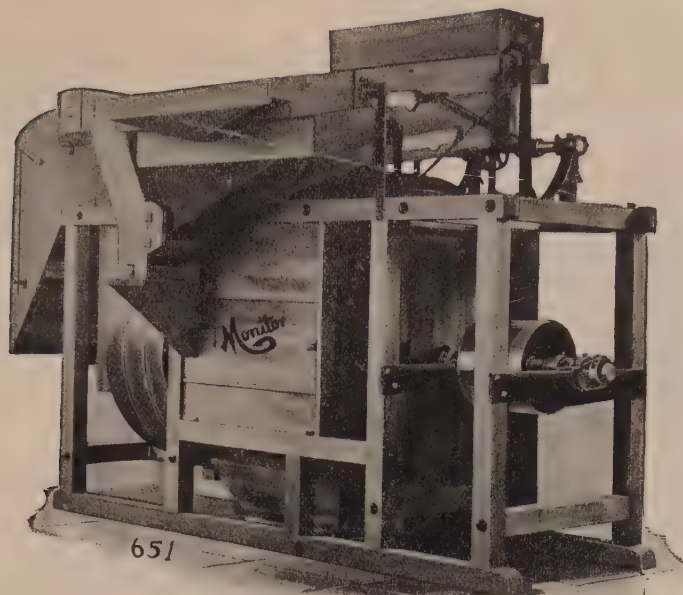
Write us for particulars

Cyclone Blow Pipe Co.

2542-52 W. 21st St.

Chicago, Ill.

Armour Grain Co
Chicago
Northrup-King Co.
Minneapolis
Quaker Oats Co
Plants
B. & O. Elevator
Baltimore
J. C. Hunt Grain Co.
Wichita Falls, Tex.
Santa Fe Elevators
Kansas City, Mo.



Monitor LOCATION • new
FACTORY • modern
EQUIPMENT • complete } Prompt
Deliveries a
Speciality

Every User A Booster

When that can be said about any machine, it's hardly necessary to say more.

But it is a fact as applied to the MONITOR Oat Clipper-Wheat Smutter. We cannot attempt to give you more than a few users' names in the limited space in this advertisement, but here is a list of just a few of the buyers in the last six months. It's a sample only:

WABASH RAILROAD—Wabash Elevator, Chicago
2 No. 11 MONITOR Clippers.
MO. PACIFIC RAILWAY, Omaha, Nebr.
1 No. 10 MONITOR Clipper
STRATTON GRAIN CO., Chicago
3 No. 11 MONITOR Clippers.
HARRISON REEDY GRAIN CO., San Diego, Calif.
1 No. 6 MONITOR Clipper.
SCOTT COUNTY MILLING CO., Sikeston, Mo.
1 No. 8 MONITOR Clipper.
RALSTON PURINA CO., Nashville, Tenn.
1 No. 9 MONITOR Clipper
SOUTHARD FEED MILLING CO., Kansas City, Mo.
1 No. 6 and 1 No. 5 MONITOR Clipper.

There must be quality in the MONITOR or people of this class would not buy it.

Huntley Manufacturing Co.

Department B

(Formerly at
Silver Creek, N. Y.)

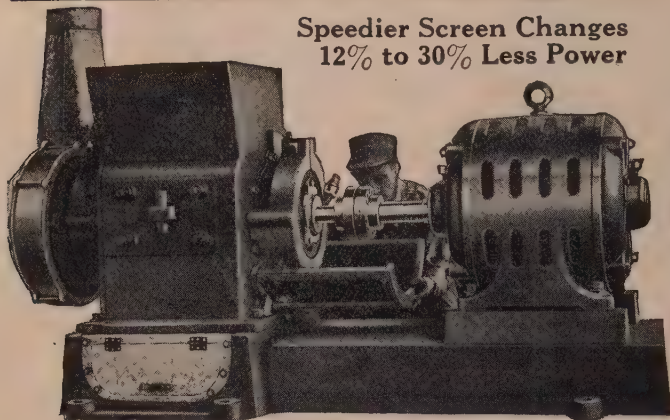
BROCTON, NEW YORK

Our Representatives at Your Service

Chicago, Ill.
A. D. McPherson,
410 Webster Bldg.
Kansas City, Mo.
F. J. Murphy, 732 Board
of Trade
Dayton, Ohio
W. B. Sutton, 337 W.
Hudson Ave.
Los Angeles, Calif.
McKain Mfg. Co.

High Point, N. C.
C. T. Burton,
603 Woodberry St.
Portland, Ore.
J. J. Ross Mill Furn. Co.
Minneapolis, Minn.
A. F. Shuler, 218 Iron
Exchange
San Francisco, Calif.
John R. Gray, Inc.,
726 Harrison St.

Vancouver
Will Hill, 414 Seymour St.
Lansdowne, Penna.
C. Wilkinson, P. O. Box 140
Seattle, Wash.
J. J. Ross Mill Furn. Co.
Rochester, N. Y.
B. L. Brooks, Powers Hotel
Canadian Plant:
Tillsonburg, Ontario



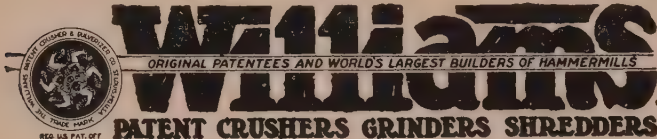
Speedier Screen Changes
12% to 30% Less Power

A New Williams Grinder — The "SPEED KING" —

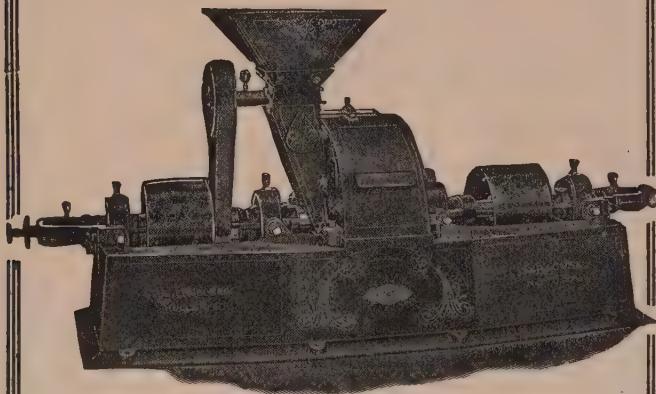
Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

Williams Patent Crusher & Pulverizer Co.
721 Montgomery St., St. Louis, Mo.

Chicago New York San Francisco
37 W. Van Buren St. 15 Park Row 415 5th Street



The "HALSTED" HAS NO EQUAL



No Seal Rings
Scientific

Positive Feed
Economical

Wick Oiler Bearings

Its best friend is the man who has used other makes.

Grinding Plates alike on both sides, and being reversible, gives FOUR cutting edges.

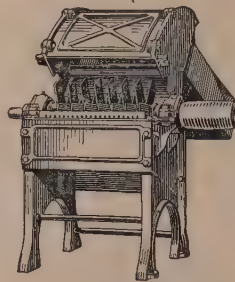
Highest efficiency at the smallest expense.

THE ENGELBERG HULLER CO.

Incorporated

SYRACUSE, N. Y., U. S. A.

The W-W Hammer Type Feed Grinder



Distributors Wanted.

The World's Greatest Feed Grinder

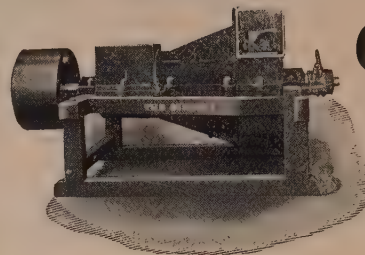
Grinds any grain to any fineness—also alfalfa, etc., separately or together. Makes home grown mixed feed. Five sizes, elevator or blower.

Price \$150 to \$450

Most capacity—less power. No loose working parts. Timken roller bearings. 12 years of successful service.

Write for bulletin and samples of ground feed.

The W-W Feed Grinder Co., Manufacturers, Wichita, Kans.



Corn Shellers which Last

Prompt Service
on Repair Parts

Have Your Elevator Equipment Furnished and Installed

BY

The Sidney Grain Machinery Co.
Sidney, Ohio

Successors to the Philip Smith Mfg. Co.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	{ Oil Engine
Buckets	Power { Gas Engine
Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago

Time Tested Performance Unequalled!



Over 8500 Users All Over the World Have Proved That "JAY BEE" Are the World's Greatest Grinders

Give Your Customers What They Want

"I feel that no miller or custom grinder can afford to be without a 'Jay Bee' mill" writes Webster Mill, Webster, N. Y. "My 'Jay Bee' mill increased my business \$5,000 during the first year of its operation because I could manufacture the products my customers were anxious to get."

The "Jay Bee" mill will make you a saving great enough to warrant your replacing any grinding equipment you may now have.

Grinds Anything Grindable to Any Degree of Fineness

The "Jay Bee" grinds oats so fine that the hulls lose their identity—barley or any small grain so fine that it may be fed safely to young pigs—any small grain, threshed or in the sheaf—shelled corn to the fineness of corn meal—ear corn, with or without husks, corn stalks, with or without ears on—Kaffir corn—Milo Maize—Sorghum hay—alfalfa or other hay to the fineness of meal—screenings and tailings, to lose their identity and so fine that the seeds will not pass through the animal and grow—bran to the fineness of middlings—oil meal cake and cottonseed cake to fine meal.

The "Jay Bee" will make whole wheat flour and corn meal for table use.

Sizes and Styles to meet every grinding requirement. Write for descriptive literature. We can show you how to increase your business

8 Important Reasons Why Millers Prefer the "JAY BEE"

- 1 All steel construction makes the "Jay Bee" practically indestructible. No breakdown. Always ready for service. Always dependable.
- 2 Oat hulls are completely ground into powder—not merely crushed to stick in the intestines, especially in young stock, thereby causing serious illness and often death.
- 3 The "Jay Bee" will grind anything and everything; whereas other types of mills cannot easily handle such popular feeds as pea vines, alfalfa and other hays, ear corn, with or without husks on, cornstalks, cottonseed cake, etc.
- 4 Cool grinding makes the feed more palatable. Feed ground cool on a "Jay Bee" will not spoil in storage or transit.
- 5 Sheds no metal. Does not darken color of material ground.
- 6 Risk of explosion and resulting fire is reduced to practically nothing.
- 7 Foreign objects in your feed cannot injure the mill. Sudden shocks, strains and abuses to which every feed mill is subject will break cast iron but not steel.
- 8 Operating cost per ton, power, maintenance and depreciation are lower than on any other type of mill.

J. B. SEDBERRY, Inc. • 132 Hickory St. • UTICA, N. Y.

J. B. SEDBERRY CO., 819 Exchange Avenue, CHICAGO, ILL.

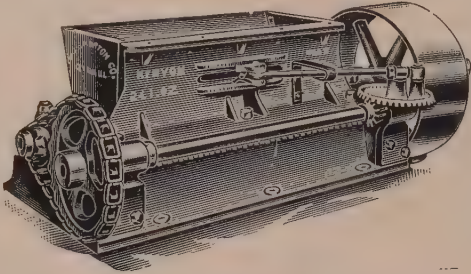
JAY BEE SALES CO.

446 Live Stock Exchange Bldg., Kansas City, Mo.

311-312 Terminal Warehouse Bldg., Omaha, Neb.

More and More

Farmers are learning the greatly increased value of ground feed. That means more work for you if you are equipped to handle this work rapidly and easily.



KENYON CORN CRUSHER

will crush corn in any condition—with cobs and husks, ready for your attrition grinder. And it does it faster, with less power.

Horseshoes, chain, monkey wrenches, have no effect on the blades.

Write for catalog of this money-maker.

BURGESS-NORTON MFG. CO.

Established 1903

535 Richards Street

Geneva, Ill.



Gruendler America's Leading Hammer Mill

The **GRUENDLER** of today is the greatest **GRUENDLER** ever built. Highest capacity per horsepower ever obtained in any grinding machinery. Positive automatic feeder and tramp iron catcher. Quick change of screens while machine is in operation. Adjustable for coarse or fine grinding.

All grinding parts can be replaced or taken out without removing the feeder or top. Solid base and large ball bearings assure absolute protection against shut down.

Write for Bulletin on latest **GRUENDLER** Feed Mill

Gruendler Patent Crusher & Pulverizer Co.

1103 Landreth Bldg.

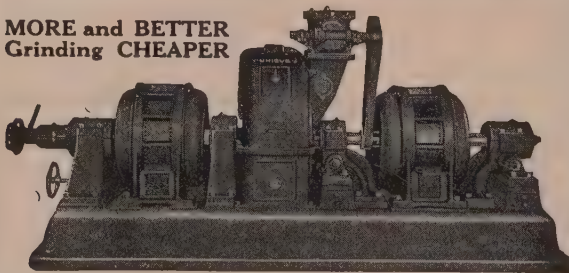
St. Louis, Mo.

H. Louis Silver, 951 E. 54th St., Indianapolis, Ind.,
District Representative Indiana, Illinois, Michigan
Sherman J. Boss, 2215 Quatmann St., Norwood, Ohio
Port Huron Machinery Co., Des Moines, Iowa

For Greatest Profit In
Feed Grinding, Employ The

UNIQUE BALL BEARING ATTRITION MILL

MORE and BETTER
Grinding CHEAPER



The patented curved arm runnerhead admits of producing a greater volume of grinding.

The tramming device insures uniformity of products at all times.

The improved grinding plates—the high grade ball bearings—and the general substantial construction insure that this increased amount of uniform grinding will be done at the lowest possible cost for general maintenance.

We shall be glad to send you complete description on request. Write us.

ROBINSON MFG. CO.

42 Robinson Bldg.

MUNCY, PA.

CHICAGO OFFICE—222 W. ADAMS STREET

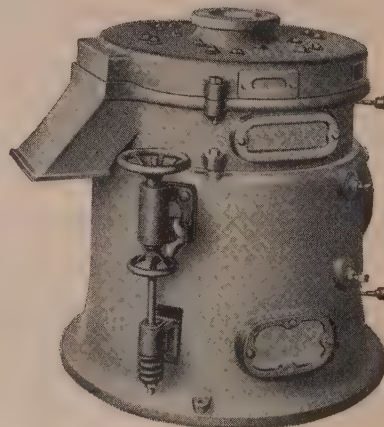
Allis-Chalmers Vertical Grinder

WITH

ENCLOSED

VENTILATED TYPE

MOTOR



Has all of the features of a double head attrition mill in little space and at low cost.

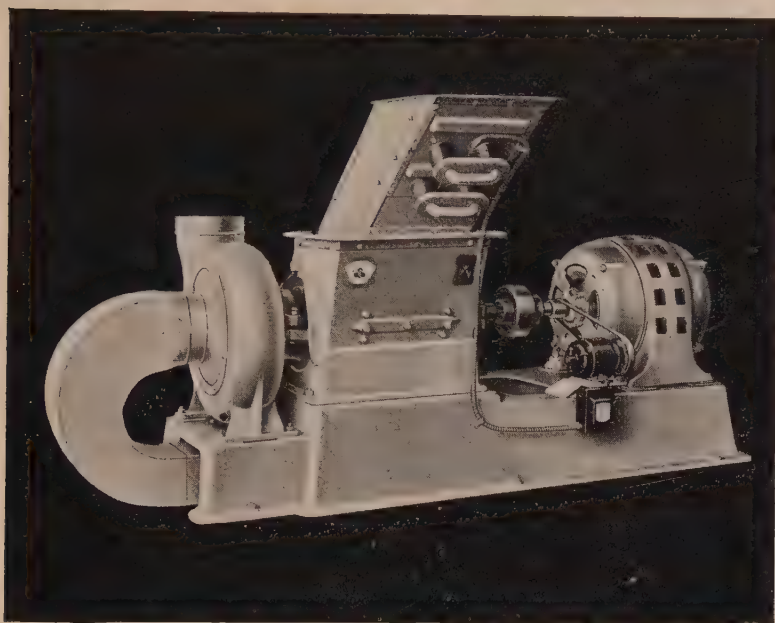
**Allis-Chalmers
Mfg. Co.**

Milwaukee, Wis.

A Hammer Mill Complete

The new MIRACLE ACE HAMMER MILL has improvements that any man mechanically inclined will at once recognize will reduce power and give efficiency not heretofore attained by hammer mills.

In addition to these features which cut down operating power we are now putting out these mills completely equipped. There is nothing else that you have to buy to make them complete. Every one is provided with an electro magnetic metal catcher, a power drag and all direct driven units have ammeters.



This is our No. 5 SUPER MIRACLE ACE direct connected to a seventy-five horse power motor. It will grind 10,000 pounds of oats or 25,000 pounds of ear corn per hour. We build five smaller sizes.

With their reduced power, their sweetness of operation, the MIRACLE ACE HAMMER MILLS are making more money for their owners than has been made by feed grinders.

Ask for our new booklet, just off the press, "The Miracle Ace." We will be glad to send it.

The Miracle Molasses Process

is a cold molasses process that can be operated without heat in all kinds of weather.

It is inexpensive to install. It is very simple and requires little power to operate. It requires no more labor than is necessary around any feed mill. It is the only process suitable for custom milling. You can put molasses on your customers' feeds as you grind them.

There is $2\frac{1}{2}$ times the profit in operating a feed mill equipped with the MIRACLE MOLASSES PROCESS over a mere feed grinding mill. Besides farmers and feeders will pass up other mills and come miles out of their way to get molasses put on their own feeds. Here is the greatest improvement ever made in the custom feed milling business.

Write us for further information.

The Anglo-American Mill Company

300 - 400 Kennaday Ave.

Owensboro, Ky.

CONE-SHAPE GRINDERS

IT PAYS TO GRIND ALL GRAINS

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of Shaft; thus More Capacity. Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." *R. W. Watz, Jacobusburg, O.*

10 sizes; 2 to 25 H. P. Write for free catalogue. **N. P. BOWSHER CO., SOUTH BEND, IND.**



10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES

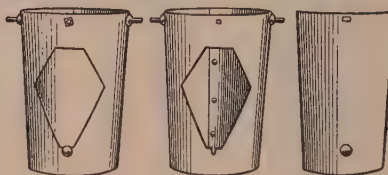
Write for samples and prices

INTERNATIONAL SEAL & LOCK CO.

617 Railway Exchange Bldg., Chicago, Ill.



Save the cost of whole new spouts



Kewanee Grain Spout
RENEWABLE BOTTOM

When a bottom wears out slip in a new one. If you wore out a set of bottoms every year the replacement cost would be very little—bottoms for 8" size and smaller cost only 37½ cents each. Each Kewanee section is guaranteed to wear out 12 bottoms.

ORDER ONE ON TRIAL: Give us the outside diameter, or outside rectangular measurements of your down spout, and length of spout wanted. We'll ship a Kewanee. Use it a month or six months. If not satisfactory return it and we'll refund your money.

Kewanee Implement Company

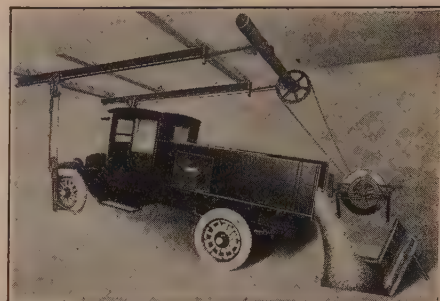
1171 Commercial St.

Kewanee, Ill.

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

H. S. COVER
Box 404 South Bend, Ind.



McMillin Wagon & Truck Dump

The Festive Season has closed once more

Christmas and New Year's day is o'er,

And the man of affairs has ceased to hob-knob

He's ready for business—He's back on the job.

He's looking for things that will help him to grow

Things that will help him to make-a-the doe.

So right here we ask him, to Stop, Look and Listen

We see a bright spark o' the eye—Does it glisten?

You know it shure does—for he's just read our Ad

He sees a Big Business—and the glad hand of his Dad,

He knows he will now smooth out every bump

With the use of his new McMillin Truck Dump.

ARE YOU THIS MAN—WE CAN MAKE YOUR VISION REAL.

Write for full information
Address

L. J. McMILLIN

525 Board of Trade Bldg.,
Indianapolis, Ind.

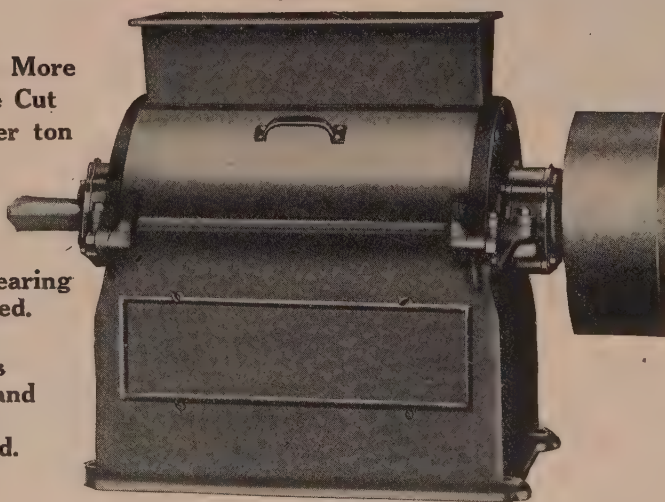
MONARCH ROTARY TOP and BOTTOM SCREEN CORN CUTTER

PATENTED

Makes More
Salable Cut
Corn per ton

Ball Bearing
Equipped.

Screens
easily and
quickly
changed.



Unequalled Screen Surface and large cutting capacity of knives result in minimum Production of Meal and Offal and large capacity production of quality steel cut corn. Made for 1,500 to 10,000 pounds capacity per hour. Catalog ID gives full information. It's free.

SPROUT, WALDRON & Co.

1202 Sherman St.

Chicago Office
9 So. Clinton Street

Muncy, Pa.

Kansas City Office
612 New England Bldg.

Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60, 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cts.

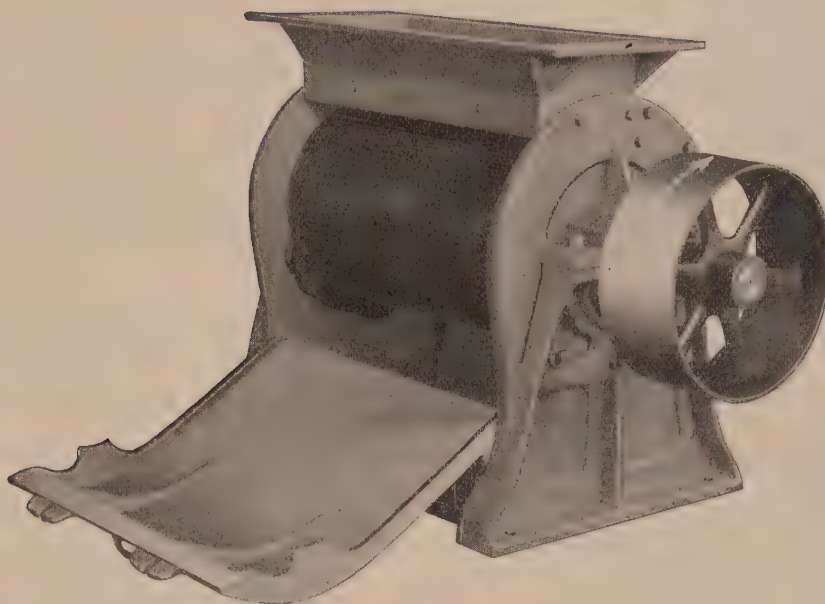
GRAIN DEALERS JOURNAL

305 So. La Salle St. CHICAGO, ILL.

I've read a number of grain publications, but must admit the Grain Dealers Journal is the best of them all. It is not just a propaganda medium.—E. Larimer, mgr., Farmers Galesburg Elvtr. Co., Galesburg, Ill.



"Eureka"—"Invincible" Grain Cleaning Machinery



Eureka Corn Cutter

Steel cut corn, durum wheat, milo maize, peas, millet and kafir corn sell for much better prices than ordinary cracked, ground or milled feed.

The Eureka Cutter

makes a cleaner, brighter and more uniformly sized product than is possible with any other means of reduction. Much less fine residue, no jagged edges or splinters. Cuts corn with excessive moisture perfectly; requires less power. Makes a highly saleable product that

Brings Better Prices

A series of five pictures of our new De Luxe models will be sent to those interested

REPRESENTATIVES

Edw. P. Lacey, 5645 Stewart Ave., Chicago, Ill.
J. Q. Smythe, 3142 Bellefontaine St., Indianapolis, Ind.
F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.
Dwight Dill, 700 N. Winnetka Ave., Dallas, Texas.

B. M. Estes, 1429 Allston St., Houston, Texas.
Geo. S. Boss, Grand Hotel, New York City.
W. M. Mentz, Sinks Grove, W. Va.
Bert Eesley, Box 363, Fremont, O.

Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.

Canadian Representative: Strong-Scott Mfg. Co., Ltd., 50 Front St., E., Toronto 2, Ont. and Winnipeg, Man.

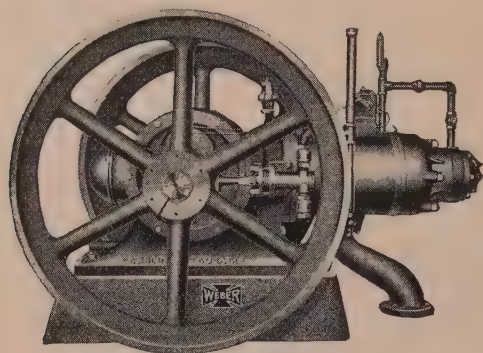
S. HOWES CO., Inc.

INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England



6 Sizes—30 H. P. to 125 H. P.

THE WEBER OIL ENGINE

(SEMI-DEISEL)

"An Old Engine in a New Field"

RELIABLE, ECONOMICAL QUICK STARTING

"At a price you can afford to pay"

Descriptive bulletin sent upon request

WEBER ENGINE COMPANY

1105 East Winchester Street

KANSAS CITY, MO.

Some good territory open for live distributors



DAY Dust Collectors

have been standard
equipment in better
grain elevators for
over forty years.

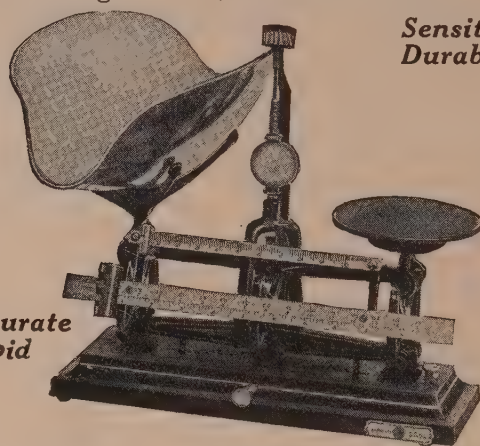
There's a Reason

The Day Company
Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.

Grain Grading Scale

Designed in accordance with the suggestions
of and supplied to the U. S. Department
of Agriculture, Grain Trade, etc.


*Sensitive
Durable*
*Accurate
Rapid*

No. 6200

For Quick and Accurate Determinations of Wheat
Grain, Oats, Rye, Etc., Etc.

1. Test Weight per Bushel
2. Dockage
3. Weight for Moisture Test
4. Damaged Kernels

THE TORSION BALANCE CO.

New York

Chicago

San Francisco

92 Reade St.

228 N. La Salle St.

49 California St.



The Atlas Car Mover

The Car Mover With Power

When you put an Atlas under the wheels of a
car there is never a question about moving it.

Compound Action Fully Guaranteed

The Best Car Mover on Earth

APPLETON CAR MOVER COMPANY

Appleton, Wisconsin

GRAIN ELEVATOR BUILDERS

A. F. ROBERTS
ERECTS
FURNISHES

Elevators
Corn Mills
Warehouses
Plans
Estimates
Machinery

SABETHA,

KANSAS

GRAIN and COAL ELEVATORS

T. E. IBBERSON CO.

 CONTRACTING ENGINEERS
MINNEAPOLIS, MINN.

WHITE ★ STAR ★ CO.
WICHITA, KANSAS

For elevator and mill supplies we
issue a net price catalog. If in the
market write us for one.

L. J. McMILLIN

Engineer and Contractor of

GRAIN ELEVATORS

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

This space is yours

If you are the first to apply for it.

GRAIN ELEVATOR BUILDERS

RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors
of the better class of grain elevators
—concrete or wood

Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

Coal Sales Book

(Improved)
For Retail Coal Dealers

It facilitates bookkeeping, and reduces the chance for error. Practically three books in one: 1. Original entry of all sales made. 2. Original entry of the scale weights. 3. Journal from which the posting is done. It contains spaces for 10,000 wagon loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Buyer, Driver, Gross, Tare, Net, Kind, Price, Amount, Cash, Charge.

This book is 10½x15¾ inches and contains 200 numbered pages of linen ledger paper. Well bound with best binder board, covered with black cloth, with red keratol back and corners. Weight, 4 lbs.

Order Form 44 Improved. Price, \$4.00.

Grain Dealers Journal

309 So. La Salle St., Chicago, Ill.

DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES
Randolph Grain Driers
THIS DISTINGUISHES THE BEST FROM THE REST

Recent Terminal Installations

Russian Government (16 driers).....Moscow
Washburn Crosby Co.....Buffalo
Seneca Elevator Corp.....Buffalo
Early & Daniels Co.....Indianapolis
Fostoria Storage & Trans. Elev., Fostoria, Ohio
Capitol Elevator Co.....Duluth, Minn.
Reliance Terminal Elevator...Fort William, Ont.
Consolidated Elevator Co....Fort William, Ont.
Northwestern Elevator.....Fort William, Ont.
Northland Elevator.....Fort William, Ont.
N. M. Paterson Co.....Fort William, Ont.
Grand Trunk Pacific Elevator, Fort William, Ont.

Write or wire for catalogue

O. W. Randolph Company
TOLEDO, OHIO, U. S. A.

1000 bu. per hr. Direct
Heat Drier in Tank



CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

W. H. CRAMER
CONSTRUCTION CO.

North Platte, Nebr.

Plans and Specifications Furnished

C. T. Stevens

C. E. Roop

C. B. Berutio

Stevens Engineering & Construction Co., Incorporated
Designers and Builders—GRAIN ELEVATORS—WAREHOUSES—FLOUR and FEED MILLS
1207-8-9 LANDRETH BUILDING ST. LOUIS, MISSOURI

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

E. H. CRAMER

Hampton, Nebraska
Designer and Builder of
Grain Elevators

HICKOK Construction Co. MINNEAPOLIS ELEVATORS

BIRCHARD Construction Co.

Architects and Contractors
Grain Elevators—Mills
B. SAMPSON Lincoln, Nebr.

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

Southwestern Engineering Company

Designers and Builders
Modern Mills, Elevators
and Industrial Plants
SPRINGFIELD, MO.

DESIGNERS

of Grain Elevators, Flour Mills
Feed Mills, Warehouses
and Industrial Buildings

HORNER and WYATT
Board of Trade Bldg. Kansas City, Mo.
It Pays to Plan Before You Build

Upon readers patronage of its
advertisers depends the success of
the Grain Dealers Journal work.
Will you mention it?

The Star Engineering Company

Specialists In

Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

Please keep me on the list as I need the
Grain Dealers Journal.—P. J. Daniels,
Quincy, Ill.



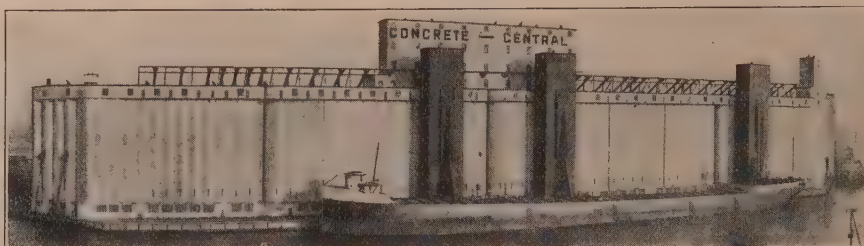
FOLWELL-AHLSSKOG COMPANY

Engineers and Constructors

323 North Michigan Avenue
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator
Designed and Built for
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by

Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

Pennsylvania R. R. Elevator, Baltimore *The Most Modern Elevator in the World*

Designed and Constructed by

James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



One of

Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator
The Jas. Richardson & Sons Elev.
The Northwestern Elevator
The Great Lakes Elevator

Port Arthur
Port Arthur
Fort William
Owen Sound

**THE BARNETT-McQUEEN
CONSTN. CO., LIMITED**

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.

2,500,000 Bu. Terminal Grain Elevator

Designed for

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



Santa Fe Elevator "A"

Kansas City, Kans.



Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

434 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.

33 Henrietta Street, Strand, London, England

Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



The Baltimore & Ohio R. R. Co.'s
Baltimore, Md.

Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling
Plant in the World*

Constructed by

THE M. A. LONG CO.

Engineers and Constructors

Grain Elevator Department

The Long Bldg. - Baltimore, Md.
Postal Tel. Bldg. - Chicago, Ill.



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE.

MICHIGAN—Elevator and coal sheds for sale in good Southern Michigan town. A. D. Hughes Co., Wayland, Mich.

CENTRAL NEBRASKA—Cribbed elevator for sale, capacity 50,000 bu., feed mill in connection, also warehouses. Good grain belt, priced right. L. M. Gietzen, Columbus, Nebr.

YOU MAY BE MISSING SOMETHING.

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

NEBRASKA—Have a 50,000 bu. cribbed elevator doing a good cash feed business of \$4500 to \$6000 a month and about 80-125 cars of grain a year. Price is \$10,000.00. Address 60A12, Grain Dealers Journal, Chicago, Ill.

FOR SALE—25,000 bu. capacity concrete tube elevator in best grain district of the country. All new and modern, electrically equipped. A bargain. Address 59Y16, Grain Dealers Journal, Chicago, Ill.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

NORTHERN ILLINOIS—Grain elevator, coal and building material business, small village, doing good paying business, competition good, rich farming community. Will be sold quick. Wish to retire. Reasonable price. Holcomb-Dutton Lumber Co., Sycamore, Ill.

NORTH CENTRAL NEBRASKA—Modern 25,000 bu. cribbed elevator for sale in excellent grain territory. Electrically equipped and so arranged that it can be easily operated by one man. Priced right. Address The Cornbelt Lumber Co., Lincoln, Nebr.

INDIANA—Grain elevator for sale, best location, county seat; doing good business, corn, oats, wheat, feed, fence, coal, machinery, etc. Excellent farming territory. Good railroads and schools. Priced right. Portland Equity Exchange, Portland, Ind.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

OHIO—Grain elevator for sale, 20,000 bu. capacity, electrically equipped, large hammer mill. Warehouses, coal bins, dwelling. All on private grounds with private switch. Located in Northwestern Ohio and doing a fine business. Priced right for quick sale. Address 59Y2, Grain Dealers Journal, Chicago, Ill.

NORTHERN TEXAS—100,000 bu. fire proof elevator for sale, also corn shelling plant and outside storage, best location in Northern Texas and doing a good business twelve months in the year. Handled 750,000 bushels grain the season of 26-27 and will handle as much this year. Reason for selling—am changing location account of health. Address A. P. Hughston, 817 Baltimore St., Plainview, Texas.

ELEVATORS FOR SALE.

CENTRAL ILLINOIS—20,000 bu. cribbed elevator in excellent condition, doing good business. \$8,000 if taken quickly, good terms. Address 59W22, Grain Dealers Journal, Chicago, Ill.

EAST MICHIGAN—Well equipped elevator for sale; coal, feeds and other good side lines; grist mill attached. A splendid opportunity for a dealer with moderate capital. For full information address 59W16, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Elevators located in Southeastern Nebraska. Large corn crop now being gathered. Also a terminal elevator located on the Missouri River. Have a few two-burner moisture testers for sale. Address 59X13, Grain Dealers Journal, Chicago, Ill.

IOWA—40,000 bu. elevator on main line of Rock Island R. R. between Des Moines and Omaha. Good town, good territory, good crops, best coal business in town. Sickness forces this sale. Boys, it's worth the change. Address 60A4, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Two Country Elevators in Heart of Good Grain and Feeding Territory, Handling Grain, Coal, Feed and Seeds. Want to Sell Quick.

The McDonald Co.,
Washington C. H., Ohio.

OHIO—Elevator, chop mill and coal yard for sale; 10,000 bu. cap., electric power; in good wheat and dairy section with good shipping facilities, private grounds. Ill health reason for selling at low price of \$4500; cash—quick sale. 60A11, Grain Dealers Journal, Chicago, Ill.

THE BEST WAY to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

CENTRAL ILLINOIS—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

PARTNER WANTED

YOU CAN SECURE a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

WANT MAN WITH \$10,000 TO TAKE HALF interest in manufacturing of stock feeds. Salary \$150.00 monthly. Address Centerville Flour & Feed Milling Co., Centerville, S. D.

ELEVATOR FOR SALE OR RENT

EAST CENTRAL ILLINOIS—35,000 bu. well equipped grain elevator; one other privately owned elevator at station. Annual business of station about 500,000 bushels. Address 59P9 Grain Dealers Journal, Chicago, Illinois.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

ELEVATORS WANTED

WANTED—Elevator at good station near Chicago. Address 59V3, Grain Dealers Journal, Chicago, Ill.

WANTED—To buy or lease an elevator at a good station in Livingston or McLean Counties in Ill. Address Paul Rittenhouse, Cullom, Ill.

LARGE ELEVATOR FIRM with headquarters at Kansas City interested in buying 15 to 20 country elevators. Must be good locations and reasonably large houses. Can pay cash. Address 60A3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

WANT ADS WORK WONDERS.

They sell elevators, find help and partners secure machines and engines which you want sell those for which you have no further use and perform a myriad of kindred services for shrewd people who use them regularly. **REAL and USE THEM.**

BUSINESS OPPORTUNITIES.

CASPER, WYOMING—Well established retail, wholesale Hay & Grain business doing \$10,000 per month. Write Box 548, Casper, Wyo.

WILL SELL HALF INTEREST in good grain, feed, seed and grinding business; located in good town in Northern Indiana. Address 59Z2, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Feed mill building in Southern Minnesota. Large territory and great stock raising district. Also some shafting, pulleys, belting and roller mill. A splendid opportunity to get into the feed business. No other mill in town. Address 59X18, Grain Dealers Journal, Chicago, Ill.

KENTUCKY—Large modern feed plant for sale, five story and basement, brick and concrete mill building and concrete elevator 125,000 bu. adjoining—also other warehouses—complete plant—splendid location, advantageous transit and reshipping privileges. Best of reason for selling. Blue Grass-Elmendorf Grain Corp., Lexington, Ky.

SAMPLE ENVELOPES.

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

SITUATION WANTED.

POSITION WANTED by married man with 5 years experience in the grain business. Address 59Y20, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of country station, 10 years experience in Illinois, age 33, married, thoroughly capable, best of references. Write 59W15, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of elevator or line company. Have had fifteen years of experience in grain trade. Prefer a place that has all lines of coal, feed and feed grinding. Will be ready for position July 1st. Address 60A18, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED with grain firm as either manager or bookkeeper. Have had twenty-five years experience in the grain business in country elevators. Know the coal, flour and feed business. Want position about February first. Write 59Y8, Grain Dealers Journal, Chicago, Ill.

ANY WELL ESTABLISHED grain firm desiring a real man about the age of thirty who has had experience, is an accountant and who will pay salary corresponding to efficiency, should write at once to 60A19, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—An experienced accountant desires to connect with reliable grain or milling concern. At present am employed in large concern (not in grain or milling) as head of the accounting department, but wish to get back in the grain or milling business in any capacity. Have had eight years' experience in the grain and feed business. Will make change only on 30 to 60-day notice to my present employers. Can make small investment. Write P. O. Box 176, Sioux Falls, S. Dak.

HELP WANTED.

EXPERIENCED SALES MANAGER familiar with eastern territory wanted by Eastern Penna. feed manufacturer. One with knowledge of transit traffic preferred. Address 59X17, Grain Dealers Journal, Chicago, Ill.

HELPFUL BOOKS FOR CARLOI GRAIN HANDLERS.

Clark's Decimal Wheat Values cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 lbs. Order Form 33XX. Price \$2.00.

Clark's Double Indexed Car Register gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

Leaking Car Report Blanks bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL

309 So. LaSalle St., Chicago, Ill.

SCALES FOR SALE.

FOR SALE—One fifty ton Howe scale, rebuilt, never installed. Will sell for cash or trade. Edward Bartling Seed Co., Nebraska City, Nebr.

RICHARDSON Automatic Scales. 4 to 8 bu capacity for sale; fine condition. Also R R track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

FOR SALE—Richardson Automatic grain elevator scale, hopper capacity 4-bu., hourly capacity 1,000-bu. Scale in excellent condition and ready for immediate shipment. W. H. Cramer Construction Co., North Platte, Nebr.

FOR SALE—Four 1600-bu. Fairbanks-Morse hopper scales; type register beam. These scales were installed in 1922 by the Santa Fe Railroad in an elevator, which has been dismantled. If you are in the market, you will save money. J. Goldberg & Sons, Inc., 800 E. 18th St., Kansas City, Mo.

SCALES WANTED.

WANT 10 to 15 ton used platform scale. Heywood Lumber Co., Quimby, Iowa.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

ENGINES FOR SALE

FOR SALE—15 h. p. Fairbanks-Morse Engine, nearly new. Address Colwell Grain Exchange, Colwell, Iowa.

FOR SALE—One 15 hp. International Kerosene Engine with clutch pulley, both in good repair. T. E. McKenzie, Storms, Ohio.

FOR SALE—40 hp. Lauson Kerosene Engine, guaranteed in A-1 condition, for only \$250.00. Write E. R. Klinner, Stetsonville, Wis.

GASOLINE AND OIL ENGINES of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

FAIRBANKS-MORSE OIL ENGINES

3-25 hp., 3-50 hp., 1-75 hp., 3-100 hp., 1-150 hp., 2-20 hp. With pulley or electric generators. Oil engines bought and sold.

Hyman-Michaels Co., Chicago, Ill. St. Louis, Mo.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

ENGINES AND BOILERS FOR SALE

FOR SALE—One boiler and engine cheap if taken at once. Will trade for 12 or 15 hp engine. Address 59X19, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One horizontal return tubular boiler, 48" diameter, 12' long, 150 lbs. working pressure, used about one year. Also 40 hp. Atlas engine with pulleys for \$450.00, at Nortonburg, Ind. Address M. A. Holder, Hope, Ind.

FOR SALE

Two 350 hp. Atlas Water Tube Boilers. Two 350 hp. Heinie Water Tube Boilers. Nine 150 hp. Erie Shell Return tubular boilers. Save money. Communicate with J. Goldberg & Sons, 7500 Independence Ave., Kansas City, Mo.

SEEDS FOR SALE

FOR SALE—New crop timothy seed, \$4.00 per cwt. Purity 99.50, germination, 94. J. W. Richards, Ferris, Ill.

Bargain Sale in Soiled and Shelf Worn Books.

One Davis Grain Values showing the value of any number of bushels and odd pounds of any grain at a glance or with one addition. Ranges from 12c to \$1.75 per bu. by ½ cent rises. Price, \$1.00 and postage. Order Davis Grain Special.

One Davis Coal Value Tables No. 2 showing at a glance or with one addition the value of any commodity sold by the ton or hundred. Weight range is from 10 to 110,000 lbs. Price range is from \$2.75 to \$25. Price, \$1.00 and postage. Order Davis Coal Special.

One Universal Grain Code, leather bound, for economical transmission of grain and milling telegraphic messages. Price \$1.50, and postage. Order Universal Special.

One Rhodes Calculator for reducing pounds of wheat, corn or oats to bus. and pounds over bus. and figuring the price at the same time. A great labor saver. Price, \$1.50 and postage. Order Rhodes Special.

One Grain Receiving Ledger, Form No. 43, fitted with a strongly reinforced index for listing accounts. Gives instant access to individual accounts of farmer patrons as each page is numbered. Will hold 8,800 listings of wagon loads. Price, \$1.75 and postage. Order No. 43 Special.

These books are slightly worn and soiled (salesmen's samples), which compels them to be offered for half price though they are worth much more.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,

309 So. LaSalle St., Chicago, Ill.

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm _____

Capacity of Elevator _____ Post Office _____

State _____

MACHINES FOR SALE.

FOR SALE—One Western Portable Sheller, No. 2A, in good condition. Price low for quick sale. Assumption Grain Co., Assumption, Ill.

FOR SALE—Two practically new Clipper Cleaners of modern make; also a wheat separator. Gilchrist & Co., McGregor, Iowa.

FOR SALE—J-B grinder; 40 hp. Hart-Parr engine, good as new. Reasonable. Write 59U23, Grain Dealers Journal, Chicago, Ill.

FOR SALE—One new No. 3 Cutler Steam Drier with wood frame; will be sold very cheap. The Federal Foundry Supply Co., 2639 E. 79th Street, Cleveland, Ohio.

FOR SALE OR TRADE

18-inch Bauer Bros. Attrition Mill, belt drive, guaranteed good as new. Attractive price. Will trade on feed mixer or corn grader. R. P. Barrett & Son, Wilmington, Ohio.

FOR SALE—Large capacity corn sheller and cleaner combined, complete with shafting, elevator leg, belting and pulleys. Also fifteen horse electric motor with starter box, etc., used one season. Syler & Syler, Nappanee, Ind.

FOR SALE—Corn cracker; grinder; sheller; combined separator, grader and cleaner; line shaft; pulleys; check writer; and steel safe. A-1 condition. Price very reasonable. Mrs. Luke Reed, 102 E. Rudisill, Fort Wayne, Ind.

SAVE POWER—REDUCE FIRE RISK

By installing used or New Ball or Roller Bearing Hangers or Pillow Blocks at very low prices.

Transmission Machinery Co., Chicago, Ill.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

NEW AND USED MACHINERY FOR SALE

Two 22-in. double head Bauer ball bearing, motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs.; several double stands 9x24 and 9x30 roller mills; 1 Weller 12x24 in. steel elevator leg, approximately 130-foot centers, excellent condition. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

MACHINERY BARGAINS

One No. 4 J-B Mill; one Hughes Hammer Mill; one No. 3 Gruendler Mill; one 24" Motor Driven Bauer Bros. Mill; one 20" Monarch Attrition Mill; 18, 20, 24-inch Dreadnaught grinders; 1000-lb. Vertical Batch Mixer (new); one used Burton Mixer; one Gardner Mixer; 7x14, 9x18, 9x24 three pr. high feed mills; 9x18, 9x24 two pr. high feed mills; Hess drier No. 3; Huhn drier, 80-bu. capacity; Ellis ball bearing drier; No. 7 Clipper cleaner; No. 5 ball bearing Invincible Grain Cleaner. Everything for the elevator and flour mill. Write your wants. A. D. Hughes Co., Wayland, Mich.

REAL BARGAINS.

Prompt Attention. Quick Shipments.

When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St., Chicago, Ill.

MACHINES WANTED.

WANTED—One 22 or 24-inch motor driven mill, Bauer preferred. Address 59Z4, Grain Dealers Journal, Chicago, Ill.

WANTED—For cash, Horizontal Feed Mixer of half-ton capacity. Write Virgil Vincent, Washington C. H., Ohio.

MISCELLANEOUS.

FOR SALE—Burroughs Adding Machine, grain dealers special. First-class condition. Address 59Y9, Grain Dealers Journal, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

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FOR SALE—Illinois grown red clover, alsike, and mammoth clover. J. W. Richards, Ferris, Ill.

FOR SALE—Hog, early fortune, Siberian, common and white wonder millet seed, also Sudan and cane seed. Straight or mixed cars. Write or wire for samples and prices. Reimer Smith Grain Co., Holyoke, Colo.

FOR SALE—Hog or Broom corn millet, Siberian, Common and White Wonder millets in car lots. Largest shipper millets in the West. Can always furnish millet and cane seed in car lots. M. M. Summers, Willard, Colo.

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WE ARE IN THE MARKET for Oat Clippings and Grain Screenings of all kinds. Leeson Grain Co., Inc., Buffalo, N. Y.

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READERS DESIRING to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

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CHOICE HEAD TABLE RICES at \$4.50 per 100 lbs. to car lots. Have all rice grain products. J. P. Hoyt, Estherwood, La.

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GET FULL MARKET value for your hay and straw. Ship to John Devlin Hay Co., Inc., 192 N. Clark St., Chicago, Ill. ALFALFA HAY for sale. Write for delivered prices.

Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it don't cover the business.

Universal Grain Code

Is just the code you need; a small book, 150 pages, containing 14,910 words covering your line of business and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat and corn grades are included.

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal

309 So. La Salle St. Chicago, Ill.

SEEDS FOR SALE—WANTED

STANDARD SEED COMPANY

DES MOINES, IOWA

Field and Grass Seeds

SWEET CLOVER SEED

We are large handlers of this commodity and are always ready to quote on carloads or less.

Also Bromus Inermis, Slender Wheat Grass, Red Clover, Alsike, and Timothy.



Tobin-Quinn Seed Co.

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THRESHERS & CLEANERS

HIGH GRADE MISSOURI BLUE GRASS

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FIELD—GRASS—GARDEN SEEDS

Weekly Price List on Request

M. H. VAN DEN BERG

Wholesale Merchant and Distributor

Proprietor of Monarch Buckwheat Grain Co. Cumberland Seed Co., of Cumberland, Maryland; member of Railroad Advisory Board, Pittsburgh Region, and of Toledo Grain and Seed Exchange, Toledo, Ohio.

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This market permits you to meet fluctuations with the least risk of speculation. The transit arrangement in addition permits rapid liquidation, spot delivery, economy in distribution, and flexibility in trade generally.

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Weekly Price List on Request.

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Strictly No. 1 Quality

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Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds Sudan Grass, Soy Beans, Cow Peas
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CLOVER AND TIMOTHY SEED—GRAIN

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Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 2200 wagon loads. Weight 2 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

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Buyers and Sellers of All
Varieties of Field Seeds
Headquarters for Redtop Orchard
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It is the returns from advertising that permits the maximum of service to our readers. Please specify the
Grain Dealers Journal
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The Proper Method and The Proper Equipment

The right method for doing your specific grain handling job and the right equipment with which to do it can both be supplied by The Webster Mfg. Company.

With fifty years' experience in solving grain handling problems in America's largest grain elevators, etc., and with unlimited facilities for building the necessary equipment, Webster is

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Webster designs and builds all types of grain handling equipment, including belt conveyors, elevator legs, screw conveyors, dock spouts, distributing spouts, marine legs, power shovels, car pullers, car movers, etc.

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GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, JANUARY 10, 1928

THOUSANDS of pages of testimony have been contributed by the Grain Exchanges in the Hoch-Smith proceedings, and if rate revision fails it will not be thru any fault of the grain dealers.

LOWER FREIGHT rates on export grain from Western Canada may have given grain from that section a temporary advantage in European markets, but reductions in United States rates are now being sought that will equalize the conditions of the producers of both countries so the temporary advantage will be wiped out.

HOT MOTORS according to news items in this number are directly responsible for three fire losses that could have been prevented had the elevator operator exercised greater precaution in keeping his motors clean and free from oil and dust. Every number of the JOURNAL contains notices of motors having been burned out because of lack of needed care.

FEED DEALERS who give much credit to farmers are in a competition with sellers of radios, lighting plants, and automobiles, with the important difference that these others are protected by conditional sales contracts permitting recovery of the merchandise after non-payment. These concerns exact a larger percentage of profit than does the feed dealer, altho they are protected. To save himself the feed dealer must increase the margin taken for handling feeds to credit patrons.

ERECTING a large or expensive elevator out of all proportion to the volume of business obtainable at a station is as unwise as erecting a third or fourth elevator at a station when existing houses can not get enough grain to keep them busy. Elevators which have little or nothing to handle are an economic waste and a drag on the community.

ALADDIN is the name of a real town in Wyoming which after securing several industries including a grain elevator has lost its railroad so the elevator is to be removed. Grain dealers who are offered handsome bonuses to build an elevator in a new town owe it to themselves to look around a bit and make sure the elevator will have permanent shipping facilities.

JUDGING FROM the 28 notices of feed grinding installations published in "Grain Trade News" this number, grain dealers generally are finding this a profitable sideline. If more feed grinders would check up on the cost of power and labor used in the operation of their mills more of them would be charging enough to bring them a safe profit from grinding.

COUNTRY ELEVATOR operators who are anxious to place their business on a profitable basis should read closely the article of Professor Green of the Kansas State Agricultural College which appears elsewhere in this number. Elevator operators cannot hope to thrive on narrow margins when the quantity handled is below the average and the quality poor.

SEATTLE IS now struggling with a new grain inspection department under the supervision of the state politicians. For years the service has been conducted efficiently by the Merchants Exchange and men have been employed by reason of their ability and experience in handling grain. Wherever government attempts to serve in any capacity it makes for waste and inefficiency.

COMPETITION HAS been greatly reduced at Scarboro, Ill., Kesley, Ia., and Carson City, Mich., where both elevators are now operated by one firm. Many stations do not handle enough grain to justify two firms and the grain offered could be handled much more advantageously marketed by one firm. The station would bill out fewer bulkhead shipments and more shipments of uniform quality. Having a larger volume to handle the remaining firm would be justified in providing better facilities.

A PENURIOUS Jack-of-all-Trades with a penchant for reducing first costs has constructed a corn sheller by driving eight penny nails into a board and leaving one-half inch of the head stick out so that when the ears of corn are rubbed over the nail heads the kernels are shelled off the cobs. This modern improved sheller is said to have been used successfully at the North Dakota Agricultural College where no doubt testimonials to the splendid work of the device will be given for the asking. Why men will waste time and material on such makeshifts when efficient shellers of large capacity are obtainable for a small price is puzzling.

EXCESSIVE REGULATION of the railroads by Congress has forced new burdens on the Interstate Commerce Commission until that bureaucracy has grown to include 1,900 employees, besides the 11 Commissioners. The Commission has 2,800 cases pending. In 1927 the Commission rendered 12,000 pages of opinions, against an average of only 1,273 printed pages annually prior to 1920.

DIRECTORS of the Atwater Gleaners Elevator, Atwater, Mich., paid the indebtedness of their company when retiring from business and are now suing the stockholders to recover. No directors should be called upon to assume the responsibilities of the corporation. If they expect to be reimbursed by the stockholders then it would be safer and much more equitable for all stockholders to join in a note for the company's stipulated liabilities.

NUMBER THREE oats should not be deliverable on contracts for No. 2, but inasmuch as the trade seems willing to accept them an effort is being made to have the discount increased from 1½c to 3c per bushel on future deliveries on the Chicago market. Unless the discount is equal to the actual difference in market value of the two grades sellers will seldom be disposed to deliver the better oats on their contracts for future delivery.

REINFORCED concrete walls when exposed to a building constructed of combustible material should be protected by a veneer of fireproof tiling. The damage to the concrete walls of the Public Elevator at Louisville, Ky., \$32,000 damage to the exposed concrete tanks of the Blair Elevator at Atchison, the concrete tanks at Arkadelphia, Ark., and \$3,500 damage recently to the concrete tanks at Abilene, Kans., proves that they can not withstand intense heat.

BOYS GET into trouble so frequently when permitted to loiter around the elevator cautious operators are compelled to watch them vigilantly when there on business. The experience of the North Dakota company which was called upon to pay a boy's doctor bill, amounting to over \$100 as well as to pay for the time lost while in the hospital is only a sample of what may be expected by those who permit venturesome boys to run the gauntlet of grain elevator hazards.

THE COMBINE is now blamed for the inability of the flour mills of the Southwest to store sufficient wheat to keep their mills running. It seems that the farmers with the combines, knowing that wheat so harvested may not keep, rush it to market and every one handling it is in a hurry to get rid of it because they fear it will not keep. Before the millers of the neighborhood know it their sections are stripped of the new wheat and they are compelled to buy from a distance or shut down. This means that not only the millers but the grain dealers of the sections where the combine is used on an extensive scale must provide larger storage facilities and also grain cleaning and drying facilities, that will take care of new wheat and prevent its deterioration, so that the needs of nearby millers can be supplied when their own bins are emptied.

FORECASTING of wheat prices has been tempered by the tipster department of the U. S. Dept. of Agriculture to convey the same bearish information to the wise without making the direct statement that prices must go down, which was so objectionable to the cotton senators, who are now out for the scalp of the forecasters. For example, in its forecast of Dec. 12 the Bureau of Agricultural Economics says: "It seems that the market should remain firm (?), with the general level of prices continuing not FAR BELOW that of last year."

IT MAY be that all men who gain admission to the halls of Congress are not, but surely some of them are crazy. One representative from Iowa has introduced a bill appropriating forty million dollars for the construction and operation of elevators and warehouses on the Mississippi River. If the full amount of the appropriation was honestly expended in grain elevators on the Mississippi River the facilities would not handle forty million bushels of grain in a hundred years. Why not expend the forty millions to pay freight on export shipments of grain?

THE FIELD seed trade has been experiencing such a difficult market during recent years that all members of the trade seem to be confident that relief can be obtained only thru more and better organization. Consequently, we find the dealers getting together more frequently and with a more earnestness of purpose. The trade surely has many trying problems which can only be solved thru the co-operative effort of the men actively engaged in the business and permanent relief will not be obtained until more workers apply themselves to the task.

SHIPPERS WILL be amused by a new graft which the Boston & Maine Railroad is attempting to foist upon its patrons who use grain doors to hold bulk wheat in the cars. The grain doors are not the property of the shipper, but are generally supplied by the Railroad Co., and are used solely to make the box car suitable for the transportation of bulk grain. Charging freight on the grain doors is so at variance with the practice of other railroads and with the general understanding of the carrier's responsibility as outlined by the courts that the Freight Agent of the Boston & Maine Railroad should go hide in the corner.

DIRECT SELLING of livestock to packers at Sioux City and Omaha has resulted in the removal of so many outside buyers from the cattle markets of these cities that the local packers are about the only bidders left. They succeeded in driving out competition by sending buyers into the country and buying privately from the feeders who overlooked the fact that thru their private sales they were destroying their open public market. Packers and feeders from other sections stopped going to the yards of these cities for livestock because the daily supply was so small as not to give them much choice. The farmers of some of the western Iowa counties have begun to recognize that by disposing of their stock at private sale they not only destroy their best market but also destroy their index of fair prices.

THE SHERIFFS of Nebraska are surely sacrificing grain elevators entrusted to them for sale. The Beverly Equity Exchange elevator was sold recently for \$2,600, and the elevator at Pawnee City for \$1,000. Neither of these elevators could be replaced for ten thousand dollars, but poor crops, cutthroat competition and reckless management made the business undesirable. Experienced dealers could grab some of these bargains and with patience and foresight turn them into money makers. Driving out competition is not always as easy as boosters expect and frequently the tables are turned on the fighters at their own great cost. A policy of "Live and Let Live," fair profits for all and friendly relations with all is far better for all concerned. Try it.

Learning Causes of Elevator Fires Should Help.

During 1927 we learned of 350 fires in grain elevators. Of this number 186 fires were credited to unknown causes. That does not speak very highly for the detective ability of the property owners and the fire insurance companies. Both should have more definite knowledge of what causes fires, of exactly what causes each fire. Until the causes of elevator fires are definitely known it is difficult to plan their prevention.

Most grain elevator owners are glad to adopt any safety measures which will assist in reducing the fire hazards of their property. Elevator owners may be insured against property loss, but oftentimes the loss in profits as the direct results of the suspension of business amounts to much more than any provisions or alterations they might have taken in hope of preventing fire.

The progressive fire insurance company of today not only seeks to insure the elevator owner against loss by fire but also to assist him in correcting the fire hazards of his plant in hope of reducing his chances of loss. When every one concerned makes a vigilant, intelligent effort to determine the cause of each elevator fire we shall soon know the causes of a much larger percentage of the fires and adopt practical means for preventing fires from the known causes. The elevator fire statistics given elsewhere in this number should prove of special interest to every elevator owner who is anxious to reduce the chance of his elevator being burned and his business suspended indefinitely. A knowledge of the causes of fires last year should help to reduce the number of fires traceable to the same causes during 1928.

The Annual Shrinkage.

Some grain dealers are now keeping close account with each kind of grain handled with a view to determining the exact amount of loss due to shrinkage in handling of each kind of grain whenever the bins are free from that grain. Keeping a ledger account with each kind of grain facilitates the filling in of weekly reports to fire insurance companies issuing premium adjustment policies.

The experience of dealers who have adopted this method of checking up against shrinkage in handling has been somewhat alarming and been followed by an inspection of the house and the testing of the scales that has prevented further loss. Wagon scales weigh against the country buyer about as frequently as they weigh against the farmer, a fact which should encourage every elevator operator to have his scales tested frequently in the hope of protecting his bank account against the annual shrinkage. Many dealers suffer losses without definite knowledge of the cause. Leaking spouts, pilferers and leaking cars all help to wipe out the shipper's profits and dissipate his working capital.

Contract Wheat Futures Not Wanted.

Sales of wheat for future delivery in the pits have fallen to an extremely low level, at the same time that the demand for cash wheat is keeping the merchantable grades at an unusually high premium over the December futures.

Everyone has the privilege of suggesting his own reason for this lack of interest by the public in wheat futures. It may be due to a belief that the futures are a poor investment under the government forecast of 10 per cent increase in acreage and 5 per cent increase in condition, or that farm relief legislation may upset the wheat futures markets.

Whatever the reason, the effect would be bad on the hedging facilities, should there be a return to normal, with the futures commanding a premium over the cash grain. In such a readjustment to normal, grain dealers who now have hedged grain in their elevators would suffer loss.

In the oats and corn markets the situation is different. The commonly accepted opinion that these grains were short and were due to sell higher eventually has led to sufficient buying of the distant futures to keep them at a premium affording the cash grain dealer a very satisfactory hedge on grain in store.

The moral is to ship the wheat to market as fast as received, but to store the oats and corn to the extent of the capacity in order to earn the storage charges represented by the higher prices of the deferred futures.

A New Year's Wish

The sun is just rising on the morning of another day, the first day of a new year. What can I wish that this day, this year, may bring to me? Nothing that shall make the world or others poorer, nothing at the expense of other men; but just those few things which in their coming do not stop with me, but touch me rather, as they pass and gather strength:

A few friends who understand me and yet remain my friends. A work to do which has real value, without which the world would feel the poorer. A return for such work small enough not to tax unduly anyone who pays. A mind unafraid to travel, even though the trail be not blazed. An understanding heart. A sight of the eternal hills and unresting sea, and of something beautiful the hand of man has made. A sense of humor and the power to laugh. A little leisure with nothing to do. A few moments of quiet, silent meditation. And the patience to wait for the coming of these things, with the wisdom to know them when they come.—W. R. HUNT.

350 Elevator Fires During 1927.

During the past year 350 elvtr. fires were recorded in the Grain Trade News columns of the Journal. Of this number 186 were credited to unknown causes. Of the 164 known causes, lightning leads the list with 30 fires. Locomotive sparks caused 19, dust explosions 5, combustion 2, blow torches 2, engines 19, feed combustion 1, hot boxes 17, friction 6, motors 11, defective flues 3, other burning buildings 7, office stoves 9, defective wiring 8, sparks other than from locomotives 7, office lights 3, incendiary 6, matches 2, faulty air register 1, boiler exploding 1, rocks in grinder 1, priming engine 1, firecrackers 1, cigar 2, gasoline exploding 1.

By states the elevator fires were as follows:

Arkansas—1, cause unknown.

California—3, one being caused by combustion and 2 unknown.

Canada—13. 11 were unknown causes, 1 from a dust explosion, and 1 from lightning.

Idaho—3 fires, all unknown causes.

Illinois—39 fires, 1 being caused from a blow torch, 1 from an engine backfiring, 1 from feed combustion, 3 from friction, 3 from motors, 1 from a defective office flue, 2 from hot boxes, 3 from other burning buildings, 3 from locomotive sparks, 1 from other sparks, 2 from defective wiring, 7 from lightning, and 11 from unknown causes.

Indiana—26 fires, 1 from a hot box, 1 from an office stove, 1 from an engine, 3 from locomotive sparks, 1 from an office light, 1 from gasoline used to prime an engine exploding, 1 from incendiary origin, 1 from an adjoining burning building, 16 from unknown causes.

Iowa—26 fires, 2 from engines, 1 from dust explosion, 3 from motors, 3 from locomotive sparks, 3 from lightning, and 12 unknown.

Kansas—32 fires, 1 from motor, 1 incendiary, 2 from engines, 3 from locomotive sparks, 3 from hot boxes, 6 from lightning, 1 from firecrackers, 1 from defective wiring, 1 from starting torch, 1 from dust explosion, and 11 from unknown causes.

Kentucky—8 fires, 1 from lightning, 1 from defective wiring and 6 from unknown causes.

Louisiana—2, 1 from lightning and 1 from an unknown cause.

Maryland—3 fires, 1 from a short circuit and two from unknown causes.

Michigan—15 fires, 3 from engines, 1 from a short circuit, 1 from a hot box, 1 from a defective office flue, 1 from a dust explosion, 1 from incendiary origin, and 7 from unknown causes.

Minnesota—21 fires, 1 from a carelessly dropped match, 1 from defective wiring, 1 from an office stove, 1 from friction, 1 from a hot box, 1 from an office light, 1 from lightning, 1 from a nearby building, 1 incendiary, and 12 from unknown sources.

Missouri—18 fires, 1 from a hot box, 1 from a cigar stub, 1 from an engine, 1 from lightning, 1 from nearby building, 1 from locomotive sparks, and 12 from unknown causes.

Montana—6 fires, all unknown sources.

Nebraska—20 fires, 3 from lightning, 1 from an office stove, 2 from hot boxes, 2 from engines, 1 from motor and 11 from unknown causes.

New England—2 fires, 1 from an office stove, and 1 unknown.

North Dakota—18 fires, 2 from office stoves, 1 from a motor, 3 from engines, 1 from defective wiring, 1 from locomotive sparks, and 10 from unknown causes.

Ohio—24 fires, 2 from short circuits, 2 from locomotive sparks, 1 from a gasoline explosion, 3 from engines, 2 from lightning, 1 from incendiary origin, 1 from friction, 1 from rocks in grinder, 1 from cigar stub, 1 from nearby fire, and 9 from unknown causes.

Oklahoma—8 fires, of which 3 were due to lightning, 1 a hot box, 1 defective wiring, and 3 from unknown sources.

Oregon—2 fires, one from an oil stove explosion and 1 from unknown cause.

Pennsylvania—2 fires, both unknown causes.

South Dakota—17 fires, 3 from office stoves, 2 from motors, 3 from hot bearings, 2 from train sparks, and 7 from unknown causes.

Southeast—7 fires, 6 from unknown causes and 1 from a faulty hot air register.

Tennessee—8 fires, 7 from unknown causes and 1 from a boiler exploding.

Texas—15 fires, 1 from a hot bearing, 1 from an engine, 1 from green feed, 1 from friction, and 11 unknown.

Utah—1 fire of unknown cause.

Washington—4 fires of unknown cause.

Wisconsin—6 fires, 2 from hot boxes, 1 from locomotive sparks and 3 from an unknown cause.

Making Jointly Payable Check Saved Grain Buyer \$597.

When the grain buyer finds himself in the dilemma of two parties claiming payment for the same grain after he has it in the elevator, one of the best ways for him to eliminate himself from the controversy is to make the check payable to both parties jointly.

The claimants are so eager to get their hands upon the money that at that time they are willing to agree to accept such a check, on the general principle that a bird in hand is worth two in the bush. It was so in the case of the Farmers & Merchants Bank of Sheyenne, N. D., whose cashier went to the elevator of the Bremen Elevator Co., Bremen, N. D., one day in 1923 and informed the manager that his bank and Edward Nelson, tenant, owned the grain on a farm owned by one Wesslen.

There is evidence to show that the cashier and Nelson agreed that the money should be paid to the bank and that the Sheyenne bank would stand back of the elevator company in case of subsequent difficulties arising out of the title. Relying upon these statements the plaintiff, Bremen Elevator Co., issued checks payable to the Merchants' Bank of Sheyenne and Nelson, which were indorsed and cashed. The following March the State Bank of Bremen served notice upon the plaintiff, the elevator company, of its claim to the grain under a chattel mortgage covering a half interest in the crop and thereafter the Bremen bank successfully maintained a conversion action against the plaintiff based upon the lien of its mortgage. See State Bank of Bremen v. St. Anthony & Dakota Elevator Co., 54 N. D. 264, 209 N. W. 351, in which similar issues were decided. Thereafter the plaintiff herein paid the judgment in favor of the Bremen bank and brought this action against the Farmers & Merchants Bank of Sheyenne and Nelson to recover damages for alleged breach of warranty of title. The defendant Nelson defaulted. At the conclusion of the trial both parties moved for a directed verdict, whereupon the trial court submitted to the jury but one question; namely, whether the defendant bank had warranted to the plaintiff the title to the grain, submitting forms of verdicts for recovery by the plaintiff of \$597.63 in case they should find affirmatively on the issue submitted, and for the defendant if they found otherwise. The jury found for the plaintiff, and the Sheyenne Bank took an appeal to the Supreme Court of North Dakota which on Nov. 26, 1927, denied a rehearing.

The Supreme Court held that the Sheyenne Bank had ample opportunity to defend the suit brot by the Bremen Bank and was bound by its agreement to protect the elevator company. The court said:

The contention of the appellant, Sheyenne Bank, that the measure of damages by breach of warranty of title is the purchase price, with interest, rather than the consequential damage sustained, such as the payment of the judgment, together with the reasonable expense incurred in the conversion action, is not strongly supported in the brief by either argument or authority. Authorities doubtless may be found expressing the rule in this manner. Such rule, however, is open to the vital criticism that it deprives the purchaser of the usual measure of damages for breach of contract, in that it may reasonably be supposed that the parties at the time of engaging in the warranty anticipated that a breach might entail the loss to the purchaser of the value of the bargain and expenses incurred, including a reasonable attorney's fee, in seeking to avoid a loss of the property.—216 N. W. Rep. 203.

How Fortunes Are Not Made.—Have you received your circular from paid market forecasters telling you of the fortune you could have made last year had you followed their advice, and still bigger fortunes in store for you this year, with the P. S.: "Send one dollar for a trial forecast?"—*Wall Street Journal*.

'Phone Contract Made Valid by Correspondence.

T. A. Finch, Eupora, Miss., ordered over the long-distance telephone 5 cars of corn from the Cash Grain Co., operated by B. C. Branham at Union City, Tenn., for shipment one car each week. Immediately following the sale by telephone Branham wrote a confirmation and asked what bank draft should be made thru. Finch wrote back:

"Eupora Oct 26 1924

"Cash Grain Co Union City Tenn
"Gents—Yours by Register to hand several days agoe I have bin busyey at they gin i doe my principal Business with they Bank of Eupora Either will doe.

"Resptfully T. A. Finch.

"My father was a Tenn Man."

Thereupon the appellee, grain company, went into the market and purchased the five cars of grain to fill the contract with Finch. About thirteen days after this the appellant Finch wrote the grain company a letter declining to carry out the contract and refusing to receive and pay for the corn; a copy of this letter is here set out:

Eupora Nov 8 1924

"Cash Grain Co Union City Tenn
"Gents I am sorry I cant take they five cares of corn maters have come upp that I cant pay for same and you need not shipp me any corn i hope i will get in shape later and oblige
"Respt T. A. Finch."

Following this last letter from Finch the appellee refused to cancel the order for the corn, for the reason that he had already purchased the corn for the appellant, and so wrote him about three days after the last letter from Finch.

Branham then sold the corn in the open market in the vicinity of Eupora at a loss of \$420.73. and brot suit for damages, but before the suit came to trial Finch deeded all his property to his wife. The grain company then took a non-suit and filed a bill in the chancery court alleging this conveyance was fraudulent and the finding of that court in favor of Branham was affirmed Nov. 14, 1927, by the Supreme Court of Mississippi.—114 *South. Rep.* 257.

Marked decrease of garlic in Southern Illinois wheat is reported by Prof. W. M. Tolbot, field expert on garlic eradication of the U. S. Department of Agriculture. That means better grades and higher prices for wheat harvested in the infested fields.

Watch the Youthful Grain Haulers.

When a boy is sent to the elevator with a wagon-load of grain he may get into trouble thru lack of experience, as was the case recently where one boy had his arm broken in the driveway.

After the load was weighed the manager discovered that the 15-year-old driver of the team had tied the reins tight on the front end of the wagon box and gotten down off the wagon. The manager called the boy's attention to this, suggesting that he loosen the lines. Seeing the boy climb back on the wagon to do this the manager went to get samples out of the load as it ran into the pit, when he heard a horse scrambling and found the animal had been pulled back into the opening, the boy having only partly loosened the lines.

Help was called to cut the harness, but the boy who stood at the horses' heads trying to hold them was suddenly pulled under the horse endeavoring to scramble out of the opening in such a way that his arm was broken.

The doctor's bill amounted to over \$100, and altho the boy was negligent the elevator company paid the bill.

The moral is to watch young lads delivering grain at the elevator. Under the law anyone having to do with young persons is chargeable with greater care than with adults, and the younger the person the greater the degree of care required by law.

Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

What Is Moisture Content on Grades of Corn?

Grain Dealers Journal: Please advise us of the moisture content allowed on the different grades of corn. What we want to know is, what is taken into consideration generally to determine the different numbers, as grade 1, 2, 3, 4, or 5.—A. W. Schultz, Wisconsin Pop Corn Co., Waterloo, Wis.

Ans.: The maximum limits of moisture permitted by the U. S. Grain Standards are in No. 1, 14.0%; No. 2, 15.5%; No. 3, 17.5%; No. 4, 19.5%; No. 5, 21.5%; No. 6, 23.0%. Other considerations determining the grade are minimum test weight per bushel, foreign material and cracked corn, damaged corn, and heat damage.

Objects to Paying Freight on Grain Doors.

Grain Dealers Journal: The Boston & Maine Railroad Co. has asked me for payment of weight of grain doors on car Penn. 94575, containing wheat shipped to the J. Cushing Co., Fitchburg, Mass.

I replied that grain doors are a necessary part of railroad equipment without which it would be impossible to carry the load, and therefore refused payment. The doors are just as much a part of the equipment as the sides or roof of the car. It would be just as reasonable to charge me for the entire weight of the car as to charge me for some specific part of the car.

What is the Journal's opinion?—J. C. Mc-Vean, Scottsville, N. Y.

Ans.: The railroad companies are trying to find authority for the charge for grain doors in Rule No. 30 of the Consolidated Classification.

This matter was up at Indianapolis and Cincinnati five years ago but nothing came of it. At Chicago the railroads tried to charge for the bracing lumber used by the packers.

These attempts have always met a vigorous and effective protest, aided by Grain Circular No. 1 of the American Railway Ass'n, which concedes carrier's liability for proper cooping of cars loaded with bulk grain. It is not a proper charge.

Title to Crop After Land Foreclosure?

Grain Dealers Journal: Both the original owner and the holder of the sheriff's certificate under foreclosure of land mortgage claimed the crop grown during 1927, which was the year of redemption. Under the law of 1919 the mortgagor is entitled to the use or benefit of the property, but under the law prior to 1919 the holder of the sheriff's certificate was entitled to the rental or use of the land. This created a conflict as to whether the growing crop was to be disposed of under the law at the time the mortgage was made or at the time it was foreclosed.

The grain was delivered to the elevator and both parties threatened suit against the grain buyer.—North Dakota Buyer.

Ans.: If the amount of money at stake is very large it is best to pay the money into court when suit is brought, leaving the court to settle the matter. If the amount is small it is best to arrange a compromise with the party having the best title, said party to give the grain buyer a bond protecting him in case of suit. Since the mortgagor in this case would win the suit he should be asked to give such a bond, to save the grain buyer the attorney's fees. Iowa dealers have long dodged trouble from liens on grain by making check payable to both parties at interest and letting them settle their dispute before getting the cash from the bank.

Standard Accounting Practice?

Grain Dealers Journal: We are interested to learn of the progress made in the adoption of standardized records of Costs of Doing Business in each retail trade in order that costs may be compared by interested parties as percentages of net sales. Does the country grain trade have a standard classification of expense accounts? If so what form of profit and loss statement, and definition of expense accounts is used? We are convinced that effective means for reducing costs may be obtained thru uniform accounting methods which will permit comparisons between dealers.—Alvin Dodd, mgr., Domestic Distribution Dept., U. S. Chamber of Commerce, Washington, D. C.

Ans.: The country grain dealer has no standardized record book for determining the cost of handling grain. For years we have preached the adoption of such a book or cost sheet, but few dealers have progressed along this line. Many of them have sidelines, such as field seeds, commercial feeds, fertilizer, coal and lumber. Some carefully distribute expenses of overhead among the various activities, but many neglect to keep close track of their costs, which accounts for them doing business on a lower margin than they can afford.

Mutual fire insurance companies specializing in insurance for operators of country elevators are issuing a special policy for premium adjustment insurance which necessitates frequent and regular reports of stocks on hand as well as purchases and shipments and the premium is adjusted to the stock in store each week. In this way the operator is relieved of the necessity of ordering or canceling insurance to meet the weekly changes in the volume of grain stored in his elevator. Yet in spite of the convenience and the advantages of such an all-protecting policy many dealers fail to use it because lax accounting methods make it impossible to supply the required reports. Marked improvement in the accounting methods of country elevators has been made during the past few years, but there is still room for more.

Why Foreign Beans Are Favored with Lower Rate.

Grain Dealers Journal: The United States Government operates a federal barge line on the Mississippi River which is known as the Mississippi-Warrior Service. The boats run from St. Louis and Cairo, Ill., to New Orleans, La.

It would seem to us that a federal barge line, operated with taxpayers' money, ought to be operated for the benefit of the citizenship of this country.

We have a carload of peas at New Orleans, La., and we wired the Mississippi-Warrior Service at Chicago, Ill., asking them to give us rate on peas from New Orleans to Louisville, Ky.

We received their reply, quoting carload rates on peas from New Orleans, La., to Louisville, Ky.: domestic peas, 62c per 100 lbs.; imported peas from Europe and Africa, 35c per 100 lbs.; peas from other countries, 41c per 100 lbs.

Can you explain why the peas raised by farmers in this country, handled by merchants and taxpayers of this country, have to pay a 62c freight rate per 100 lbs., when peas produced by European labor and handled by European merchants only pay a 35c rate per 100 lbs. when traveling on a federal barge line from New Orleans to Louisville, Ky.?

If you can explain this great discrepancy in rates to the advantage of foreign produced peas, we should be glad to hear from you.—Port Huron Storage & Bean Co., Port Huron, Mich.

Ans.: It seems unreasonable on the face of it to charge more for one kind of beans than another, or for beans of one color compared with another, the cost of transportation being the same. It is one of the peculiarities of the transportation business that when traffic is so heavy in one direction and so light in the opposite direction, rates will be made lower to encourage the traffic, rather than to move the cars or boats back empty. The barge line, in a way, has to conform to the railroad competing rates, and the rates are subject to the control of the Interstate Commerce Commission.

Another principle of rate making is to charge what the traffic will bear, and a domestic grower has no choice but to pay the higher rate to his

market, whereas the carrier must make a low rate on the imported peas or get none of the business. Either the peas will not be shipped from the foreign country or they may seek another route, so that the imported peas enjoy a competitive rate.

Recission of Sale?

Grain Dealers Journal: If a grain dealer buys from a farmer a certain amount of corn to grade No. 2, no market being specified and no market understood, and the grain dealer accepts and weighs into his elevator said corn and pays for it and afterwards sets up a claim that one car graded sample, what right has he, if any, to deduct the discount at which this corn sold or was applied on contract in the market, from the farmer?

If a grain dealer goes to a farmer's crib and bids on his corn that is damaged and is cribbed in rail pens, the farmer agreeing to take the top off and selling this to the grain man "as is" at a certain price and when shelling it the grain man says, "it is not quite as good as I thought, but I guess I will get by with it," is there any custom or law whereby he can set up the subterfuge that he always buys on the basis of No. 2 which was not mentioned at the time of the trade and refused to pay for the grain after a decline of some 10c in the market on a basis of No. 2 corn?—Adkins Bros., Prentice, Ill.

Ans.: It is only by special agreement that a buyer retains the privilege of demanding a discount after grain has once been accepted and applied on contract. If at the time the contract was made it was mutually understood and agreed that the grading at terminal markets should govern, the buyer, according to agreement, may sell the corn for the farmer's account and hold him for the difference, or inform the farmer that his corn is refused on the contract and subject to his further orders, if an entire carload.

There being no specifications and no understanding in this case, it is the duty of the buyer to reject the corn when tendered, or to inform the seller that its acceptance is with certain reservations. Acceptance without reservations binds the buyer to pay for No. 2 corn altho it was inferior.

When grain is sold by sample, or "as is" the buyer, in the absence of fraud, has no recourse. He cannot refuse to pay for the grain because it was not up to any certain grade he had in his mind.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Jan. 16. Colorado Grain Dealers Ass'n, Denver, Colo., Manhattan Hotel.

Jan. 16-17. Farm Seed Ass'n of North America mid-winter meeting, Drake Hotel, Chicago, Ill.

Jan. 24-26. Iowa Farmers Grain Dealers Ass'n, Cedar Rapids, Ia.

Feb. 8-10. Farmers Grain Dealers Ass'n of Illinois, St. Nicholas Hotel, Springfield, Ill.

Feb. 9. Tri-State Country Grain Shippers Ass'n Tenth Annual Convention at New Nicollet Hotel, Minneapolis, Minn.

Feb. 21-22. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 21-23. Farmers Grain Dealers Ass'n of Minnesota, West Hotel, Minneapolis, Minn.

Feb. 22-23. Eastern Federation of Feed Merchants mid-winter meeting, Arlington Hotel, Binghamton, N. Y.

Feb. 23-24. Farmers Grain Dealers Ass'n of Indiana, Logansport, Ind.

Feb. 28-29, Mar. 1. Farmers' Grain Dealers' Ass'n of North Dakota, Grand Pacific Hotel, Bismarck, No. Dak.

Mar. 20-22. Farmers Co-op. Grain Dealers Ass'n of Kansas, Dodge City, Kan.

May 29-30. Pacific States Seedsmen's Ass'n annual convention, Portland, Ore.

May —. Kansas Grain Dealers Ass'n, Dodge City, Kan.

Sept. 24-26. Grain Dealers National Ass'n, Boston, Mass.

More New Bills In Congress.

Senator Capper introduced a resolution in the Senate Jan. 5 directing the Interstate Commerce Commission to make an immediate investigation of export grain rates and to adjust them to a basis that will "permit grain and grain products to move as freely as grain produced in the Dominion of Canada."

Following are bills recently introduced in the House or Senate.

H. R. 5714, by Vinson, prohibits cotton price prediction.

H. R. 5701, by Tillman, relates to agricultural cooperation.

H. R. 7220, by McDuffie, also of Alabama, is a similar bill.

S. 1414, by Mayfield, regulates future trading on exchanges.

S. 1159, by Frazier, would amend the Grain Standards Act.

S. 1093, by Caraway, prevents sale of cotton and grain in future markets.

H. R. 5581, by Hudspeth, prevents gambling in cotton futures.

H. R. 5834, by Reed, prevents future trading in cotton and grain.

H. R. 5714, by Ninson of Georgia to prohibit certain cotton price predictions.

H. R. 5641 by Parker of New York to promote the unification of carriers.

S. 824 by Hawes to create seven regional interstate commerce commissions.

S. 1176 by McNary to establish a federal farm board to aid in orderly marketing.

H. R. 6681 by Sanders of Texas to prevent the sale of cotton in future markets.

H. R. 6020, by Anthony, establishes a federal farm loan board for orderly marketing.

H. R. 5834 by Reed of Arkansas to prevent the sale of cotton and grain in future markets.

S. 772, by Brookhart, provides for government buying, storing and marketing of agricultural surpluses.

S. 1413, by Mayfield, prohibits prediction of cotton prices by the U. S. Dept. of Agriculture or Commerce.

H. R. 7217, by Allgood, prohibits statements by government employees on future prices of cotton, corn, wheat, etc.

S. 1430 by Harris to prohibit predictions with respect to cotton prices in any governmental report, bulletin or publication.

S. 1754 by Borah to create a federal agricultural corporation to assist in the marketing of basic agricultural commodities.

H. R. 408, by Garber, authorizes intermediate credit banks to assist agricultural cooperative ass'ns in acquiring storage facilities.

H. R. 77, by Lankford, creates a Farmers' Finance Corporation, provides a system of loans on farm products, and for other purposes.

H. Res. 26 by Kindred of New York directing the Federal Trade Commission to investigate the control of the baking and milling industries.

S. 769 by Trammel providing that members of the Interstate Commerce Commission shall be appointed from different sections of the United States.

S. 1735 by Howell to amend the Esch-Cummins law to establish competition between carriers by providing for establishment of maximum rates only.

H. R. 5607 by McClintic of Oklahoma authorizing the Federal Trade Commission to require reports from persons or corporations offering for sale stocks, bonds and securities.

H. R. 79, by Lankford, authorizes the Sec'y of Agriculture to experiment in the sale of food and food products of the farm directly from producer to consumer, and for other purposes.

H. R. 5701 by Tillman of Arkansas to create a division of cooperative marketing, to disseminate information pertaining to cooperation and authorize cooperative ass'ns to disseminate market information.

H. R. 301, by Sinclair, authorizes and directs the President of the United States to appoint a commission to investigate and report to Congress a general system for the cooperative marketing of all farm products.

H. R. 65, by Crisp, establishes a Federal Farm Board in the Department of Agriculture to aid the industry of agriculture to organize effectively for the orderly marketing and for the control and disposition of the surplus of agricultural commodities.

H. R. 105, by Burtness, provides that flour made from wheat shall be deemed to be misbranded if the container thereof does not bear a plain and conspicuous statement showing whether the flour contained therein is made from hard spring wheat, hard winter wheat, soft wheat, or from two or more such wheats.

H. R. 344, by Swank, provides that the United States of America shall build warehouses in

conjunction with the several states, and in cooperation with duly and organized farmers' cooperative ass'ns in said states, for the storage of farm products not perishable, for the insurance of said products while in storage, for government loans on warehouse receipts.

H. R. 106, by Burtness, amends the United States Grain Standards Act by inserting a new section providing for licensing and establishing laboratories for making determinations of protein in wheat and oil in flax.

H. R. 302, by Sinclair, amends the grain standards act. H. R. 303, by the same author, divests grains of their interstate character in certain cases. H. R. 304, also by Sinclair, authorizes protein tests of wheat.

Samuel Arnot President of Chicago Board.

The election Jan. 9 of Samuel P. Arnot as president of the Chicago Board of Trade is a happy recognition of a worker who has done much to promote the welfare of the Exchange. In his new position of head of the administration, Mr. Arnot will find still greater opportunity for the constructive work he loves so well, and of which the rank and file of the membership are the beneficiaries.

Coming to this office with the traditions of a gentleman of Virginia, Mr. Arnot will adequately maintain the dignity of the institution as the leading commercial organization of America.

Samuel Pemberton Arnot was born at Greenville, Monroe County, West Virginia, Aug. 29, 1867, the son of Elisha Truesdale Arnot and Ruth (Miller) Arnot, of old and honored Southern families. He attended the University of Virginia at Charlottesville, and removing to Nebraska in 1897 was graduated from Fremont College in that state with the degree of Bachelor of Science. In his subsequent career as a teacher he held positions as superintendent of schools.

In 1900 he went to Chicago and in 1908 founded the firm of Arnot & Co. in the grain commission business, after considerable experience with one of the leading grain firms of Omaha. In 1922 he formed a connection with Clement, Curtis & Co., brokers, as man-

ager of their grain and cotton department. Here he became convinced that the Chicago Board of Trade could be made one of the leading cotton markets of the country, and has worked to perfect the machinery of cotton trading with the result that after many discouragements cotton trading on the Board has developed wonderfully.

When in 1909 it was thought that an organization of all the grain exchanges of the country could be effected to work for their mutual benefit, Mr. Arnot, as the possessor of constructive ideas, was the logical choice for president of the Council of Grain Exchanges. In 1924 he was chosen executive vice president of the Board of Trade and has served as a director.

He was married in 1896 to Miss Stella Varner, is a member of several clubs and finds recreation in golf.

J. A. Theis Chosen Pres. of Kansas City Board.

The election Jan. 3 of J. A. Theis as its president augurs well for the future of the Kansas City Board of Trade and for its continued successful administration. As an elevator man of long experience he is well qualified as well as interested in promoting the Kansas City market.

Mr. Theis was born at Marietta, O., 62 years ago, and came to Kansas City in 1886, entering the grain business in 1895 with Richardson & Co., operating elevators on the Atchison, Topeka & Santa Fe Railroad. When Richardson & Co. were succeeded by the Harris-Scotten Co. Mr. Theis became affiliated with the Santa Fe in the operation of the elevators, spending 4 years at Chicago.

In 1912 he became identified with the Armour Grain Co. at Kansas City and was with that company until 1924, since which time he has been with the Davis-Noland-Merrill Grain Co., operating the 6,000,000-bu. Santa Fe Elevator "A," thus always having been identified with the operation of houses on the Santa Fe.

He is a member of the Kansas City Grain Club, the Kansas City Club and the Meadow Lake Golf Club.

Central Iowa Dealers Frolic at Parkersburg.

Parkersburg, Ia., Jan. 5.—(Special Wire)—The Central Iowa Grain Dealers held a dance at Parkersburg, on Thursday evening, Jan. 5. Fully 45 grain dealers and wives or sweethearts attended.

GLENN SCHUCK of Parkersburg, who acted as master of ceremonies, can be complimented for the way the affair turned out. J. CLYDE SMITH of Grundy Center is also in line for some praise as he was the one responsible for the snappy dance orchestra who worked overtime.

At 11:30 p. m. a light lunch was served and appreciated by all. After partaking of this the orchestra struck up a few more dance numbers when the crowd agreed it was about time to go home so the grain business would not suffer the next day.

Plans are already under way to hold another social affair when the ladies will again attend at Grundy Center, in the near future.

A few of those who attended were Mr. and Mrs. Glenn Schuck, Parkersburg; Mr. and Mrs. J. C. Smith, Grundy Center; Mr. and Mrs. A. E. Froning of Dike; Mr. and Mrs. Froning, Allison; Mr. and Mrs. Fred Potter, Wellsburg; Mr. and Mrs. John Neessen and son, Holland; Mr. Nicholas and daughter of Parkersburg; Mr. and Mrs. Clark, Mr. Hilmers and daughter of Stout; Mr. and Mrs. Geo. Potgeter, Steamboat Rock; Aug. Carstens, Ackley; A. M. Vorhes, Iowa Falls; Mr. Triggs, Waterloo, and Art G. Torkelson of Fort Dodge.



S. P. Arnot, President Chicago Board of Trade.

Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

Excellent Outlook for Iowa's Grain Trade.

Grain Dealers Journal: Your editorial "At Sheriff's Sale" on page 732 of the Journal for Dec. 25th was very much to the point.

The outlook for Iowa is excellent as 1927 has shown a good revival of Association interest and a number of very successful meetings have been held, much to the benefit of the Association and the grain dealers.—D. O. Milligan, Secretary, Western Grain Dealers Ass'n, Des Moines, Ia.

Outlook Bright for Michigan Dealers.

Grain Dealers Journal: I do not know of any grain elevators in Michigan that have been sold at sheriff's sale during the last six months. I believe that as a whole Michigan elevator operators are in better financial condition than one year ago.

Business for the next six months has a very bright outlook for them especially in the retail of feeds, seeds, etc. The recent cold weather has materially increased the sales of coal and coke.

We are planning on holding a local meeting in the Battle Creek-Kalamazoo territory during the next six weeks.—T. J. Hubbard, Sec'y Mich. Grain & Feed Dealers, Lansing, Mich.

Too Many Elevators in Tri-State Territory.

Grain Dealers Journal: Our territory comprises the states of Minnesota, South Dakota and northern Iowa and while there have been a few elevators disposed of below their actual value there are several reasons why this has been done.

In the first place, there are too many elevators in nearly all of the towns in our territory and something must be done to consolidate the business at each station. Last year the crop was exceedingly light in South Dakota and western Minnesota and a great many elevators remained closed throughout the season. The crop is better for the season of 1927 and 1928 and we look for better results at the close of the grain year.

We agree that more grain men should belong to the Ass'n in their district as matters of interest to the members are discussed every year at the annual convention. Last year at our annual convention held in Minneapolis in February we discussed side lines for elevators and had some good talks on feed mills run in connection with country elevators. A great many of our members expressed an appreciation of the information they received at this meeting.

The grain business is not unlike any other business and if it is overdone in a community some must retire and no one knows the situation any better than the dealer himself as he can figure in advance how many bushels of grain he can market at his station.

The price of live stock for the past two years has been on a basis so that the farmer could feed a large portion of his grain and therefore this would cut down on the bushels delivered at the country elevators.

We believe the elevator men are working out of this situation gradually and with two or three years of good crops of small grain and corn there will be a great change in the situation.—E. H. Moreland, Sec'y Tri-State Country Shippers' Ass'n, Luverne, Minn.

Illinois Grain Trade Conditions Better.

Grain Dealers Journal: I think the most effective remedy for trade troubles is local meetings of dealers. During the last year I have attended one to three group meetings of dealers every week with gratifying results. There is no doubt in my mind but that the grain trade of Illinois, taken as a whole, is in better condition than a year ago, but there are some districts where the conditions are awful.—W. E. Culbertson, Sec'y Illinois Grain Dealers Ass'n, Delevan, Ill.

Opposed to Overbidding.

Grain Dealers Journal: This elevator work and buying and handling grain is getting to be a harder proposition each year, as competition is getting stronger all the time and it is hard to buy and make a just margin.

I have been in the business for a good many years and know that it is quite different from years past. Some will bid within a few cents of market price either to get business or take a chance on the market going higher. I like to see the farmer get all his grain is worth. However, the buyer has all the chances to take after the grain is weighed and settled for with the farmer, such as shrinkage, dockage, market changing, overhead expense and many other things that may be added.

I can't see why all managers can't get together and all bid the same on all grain, quality and rates considered, at each station. We are all entitled to a small margin on our investment to handle grain and should have it. Anyone in the grain business will at times bid more for grain than it is worth when rushed in the busy season and not taking time to make tests. But at no other time should a dealer overbid.—J. H. Gillain, mgr., Farmers Union Co-op. Ass'n, Crab Orchard, Neb.

Indiana Conditions Are Improving.

Grain Dealers Journal: Too many unqualified men in the grain business make trouble for dealers who would otherwise move along on a profitable basis.

Indiana dealers in territories where they attend local meetings get on the best of terms with one another and while they are on the best of terms with the trade broadly speaking, there is always some off colored fellow whose conception of business methods and the way to get business leads them to irregular practices.

Everyone familiar with the needs of the trade urges better margins and much has been accomplished along that line, but with it all some fellows fail, and would fail in any other line of business, and while we occasionally find elevators sold on the auction block, that practice is small compared with other states.

The grain dealers of Indiana have made but little money because of the reduced volume of grain handled and are now scraping around to get side lines that will afford a revenue. In this effort they are up against the Farm Organizations who are in the field of distribution of feeds, etc., and that limits the opportunities of regular dealers. So far as the organized farmer's efforts in the handling of grain through the pooling system, elevator operators get 5c per bu. for receiving and loading this wheat and many are better pleased with that than handling it for their own account. Nevertheless trade conditions are gradually improving and with a fair crop in 1928 all will take heart again.—Hoosier.

Why is it that a shipper will accept and expect to receive for years market quotations and other services from reputable, established concerns, and then all of a sudden risk a shipment to some irresponsible fly-by-night because of some "come-on" 1/2c higher bid. Can the shipper afford it?

What South Dakota Found in Her Stocking on Christmas.

BY LOUIS N. CRILL, SECRETARY OF AGRICULTURE, PIERRE, S. DAK.

\$500,000,000 in round numbers is the value of South Dakota products for the year 1927. And this in a state that has only commenced to develop its great resources. Only one-third of its 49,000,000 acres of land has been turned over by the plow. Its great industrial and power possibilities are still rocking in the cradle of opportunity.

And yet in the year 1927 South Dakota produced \$3,670 for each family or \$734 for each man, woman and child in the state. \$480,000,000 was produced from our farms alone. We had 76,000 farmers in 1927—and this shows a production of \$6,315 for each farm.

To put it in another form. South Dakota produced \$10 per acre for every acre of land in the state with only one-third of this land in actual cultivation.

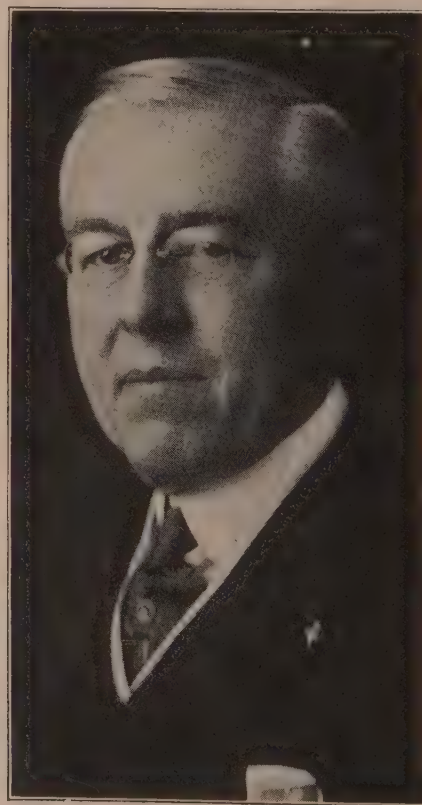
Fred Mayer Again President of Toledo Exchange.

Fred Mayer, long identified with the Toledo Produce Exchange and J. F. Zahm & Co., an ex-president of the Ohio Grain Dealers Ass'n and active in the affairs of the Grain Dealers National Ass'n, has again been elected president of the Toledo Produce Exchange. As Fred continues to gain in popularity new honors are thrust upon him. One of his competitors was inspired by his recent election to indulge in the following:

This Exchange held an election.
Just an annual affair,
And for their President they chose
Our Mr. Frederick Mayer.

'Twill be the third time he's been called
To sit in the president's chair,
For he has always done his best
To guide the Bull and Bear.

Will say we're very proud of him,
And the record he has made,
For we know he'll do his level best
To rule the Board of Trade.



Fred Mayer, Pres.-Elect Toledo Produce Exchange, Toledo, Ohio.

Cedar Rapids As An Interior Market.

Extensive plants for converting corn and oats into food for human consumption place Cedar Rapids in a class with the leading interior markets of this country. Animal foods are also important in the output of the city's mills and factory.

The huge plant of the Quaker Oats Co. has capacity for manufacturing 6,800 bbls. of oat-meal, 2,500 bbls. of corn meal and turning out over 1,000 tons of animal feed and other products per day. The company recently completed an extensive building program, adding a package plant and bringing its total storage capacity up to 7,300,000 bus., built mostly of reinforced concrete.

Approximately 3,000 cars of milling oats are used annually by the Three-Minute Cereals Co. in producing oat meal. The company has grinding capacity of 30,000 bus. per day. It also uses about 200 cars of corn a year. Its fireproof storage elevator has capacity for 500,000 bus.

The big glucose plant of Penick & Ford, Ltd., is devoted entirely to manufacturing corn products such as corn meal, corn oil, corn sugar and gluten feeds. It uses approximately 8,000,000 bus. of corn a year. The plant has storage room for 50,000 bus. and the storage tanks will hold 100,000 bus.

Approximately 200 tons of animal feeds can be produced daily at the plant of the Iowa Milling Co. This company has 80,000 bus. of storage for accumulating stocks. A merchandising business is also done.

Wilder-Murrell Grain Co. has storage capacity for 75,000 bus., used principally in the handling of its merchandising business and grain from its line of country elevators.

The Cedar Rapids Grain Co. has an elevator with capacity for 175,000 bus., fitted with extensive drying and cleaning facilities. It also does a merchandising business.

Hamilton Seed & Coal Co. has a small seed elevator and sells field seeds to country elevators in wholesale lots.

Merchandising, brokerage and consignments of grain constitute the principal business of Gifford Grain Co., Emrich Grain Co., Piper Grain & Milling Co., Mesquakie Mills, and the local branch offices of W. M. Bell Co. and Fraser-Smith Co.

Excellent wire service with other markets is maintained through branch offices of Jas. E. Bennett & Co., Lamson Bros. & Co., and Schoff & Baxter.

Inspection records show that Cedar Rapids has an inbound grain movement of approximately 20,000 cars annually and an outbound movement of close to 2,500. This, however, does not include huge numbers of cars of milling oats that find their way into the hungry craw of the biggest plants in the city. These are usually inspected by company men.

The inspection department at Cedar Rapids regularly maintains a crew of eight employees, four samplers, two inspectors, one stenographer and one general office worker. During rush periods extra men are taken on.

The inspection laboratory is fitted with every modern convenience for grading grain under the federal rules, including a battery of moisture testers. Charges are 75 cents a car, whether in or out. Geo. W. Ramsey, Jr., is the chief inspector. The government maintains federal supervisor in the person of G. A. Dabinett for the rapid handling of appeals.

Four steam roads with numerous branches traversing different sections of Iowa, put Cedar Rapids in an advantageous position as a convenient grain market. Including one electric line which handles small quantities of grain, the city has 12 lines of railroad extending in every direction. It is on main lines of the Chicago & Northwestern; Chicago, Milwaukee & St. Paul; Chicago, Rock Island & Pacific; and Illinois Central, as well as the electric lines, the C. R. & I. C. and the W. C. F. & N.

Switching charges are absorbed within the city. Joint rates permit moving grain in any direction. Extensive transit and reconsigning privileges work to advantage in the huge milling activities and the movement of grain to other markets, such as Minneapolis, Peoria, Chicago, St. Louis and the east.

Cedar Rapids has been selected as the meeting place this year for the annual convention of the Farmers Grain Dealers Ass'n of Iowa, scheduled for January 24, 25 and 26. It is well supplied with hotel accommodations and a welcoming spirit which is the joy of every delegate. All sessions will be held in the beautiful new Shrine Temple recently completed, one of the show-places of the city. Cedar Rapids grain men are personally extending a welcome to every manager of a country elevator, representative of a terminal market or interior point, member of the supply trade and delegate who will come. Railroads have granted reduced fare schedules from Iowa points for the occasion.

Farm Relief.

Discord among the champions of aid for farmers is more apparent than ever.

The corn belt com'ite of 22 is holding out for an equalization fee. Senator McNary would leave out the fee.

Chas. Nagel of the businessmen's com'ite on farm relief favors a board to hold surplus crops.

Sec'y of Agriculture Jardine at a meeting of farm editors at Chicago said an agreement among the various agricultural groups on federal legislation would have to be the first step toward the solution of present farm problems.

A restraining influence on the introduction of radical bills is the veto by the President surely awaiting any measure that is unsound.

Death of Geo. A. Stibbens.

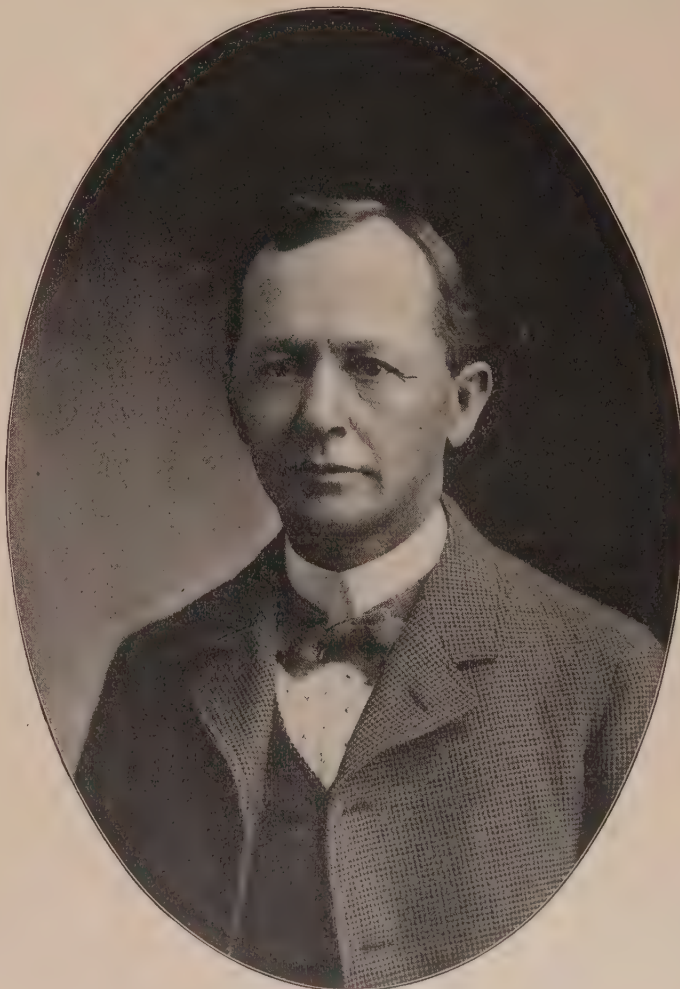
Geo. A. Stibbens, for many years identified with the country elevator business of Iowa and as a representative of grain firms in the St. Louis market, died at the home of his daughter, Mrs. Raymond Smith, in Waterloo on Dec. 27, last.

Mr. Stibbens was born in Butler county, O., Feb. 19, 1856, and moved to Iowa in 1880. He purchased the elevator at Coburg and conducted it until October of 1901. For several years he acted as sec'y for the Southwest Iowa and Northwest Missouri Grain Dealers Ass'n. This led to his selling his Coburg property and moving to Chicago where he spent four years as sec'y of the Grain Dealers National Ass'n. In 1901 he returned to Iowa, purchasing an elevator at Red Oak and operating one at Prescott in conjunction with it for several years. In June of 1910 he became postmaster at Red Oak, continuing in that capacity for 5 years. Thereafter he returned to the grain business, operating an elevator at Creston.

Mr. Stibbens was active in civic affairs. For several years he was a member of the local board of education and pres. of local commercial clubs. He belonged to both the Masonic and Elks orders.

Mrs. Stibbens died a few months ago at Creston. Mr. Stibbens is survived by one son, Walter, and two daughters. Many friends thruout the trade extend sympathy to the bereaved.

House Bill No. 105 by Representative Burtness of North Dakota, requiring that flour be branded with a statement of the kind or kinds of wheat from which it is milled would be harmful to the Northwest as many consumers would learn that much flour supposed to be of spring wheat is ground from hard winter wheat. Horrors!



G. A. Stibbens, Red Oak, Ia., Deceased.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Kewanee, Ill., Dec. 23.—Corn was about 50 per cent of a crop.—F. R. Martin, mgr., Farmers Co-op. Elevtr. Co.

Springfield, Ill., Jan. 4.—On the 30-31st 6 to 7 inches of snow fell. All field work had been stopped but the snow protected wheat from the severe cold.—Clarence J. Root, meteorologist.

Tyrone, S. D., Dec. 31.—Wheat in general is good, but needs moisture. No snow so far this winter, ground very dry. Milo and kafir are making only about half a crop.—U. J. Warren, mgr., Simmons Grain Co.

Burlington Junction, Mo., Dec. 26.—Our corn crop here was the lightest we have had in years. The crop gets better any direction from this territory. The feeders have taken practically all the corn at 3 to 8c over the market.—Adkins Bros. Grain Co.

Columbus, O., Jan. 1.—Ohio farmers put in the largest wheat acreage this fall the state has known in five years. The condition of the growing crop is much above average. The estimated acreage to wheat is 2,324,000 acres, compared with 1,660,000 acres seeded a year ago.—C. J. West, statistician.

Jefferson City, Mo., Dec. 26.—Area of wheat sown in Missouri this year for the 1928 crop was 2,189,000 acres, 25 per cent more than last year's sown area and the condition is 94, the highest since 1918, and compared with a 5-year December average of 79. Growth has been healthy, stands are good in nearly all fields, and moisture is ample.—P.

Chickasha, Okla., Dec. 27.—I have just returned from a 900-mile drive through North-eastern Oklahoma and Eastern Kansas and have found the wheat very backward, a very poor stand and brownish color and none of it is good enough for winter pasture. Dealers complain that corn is not moving from farmers hands as freely as expected. It is the same with us at Chickasha.—F. R. Linton, pres., Linton Grain Co.

Lansing, Mich., Dec. 26.—Michigan harvested 566,000 acres of beans this year with an average yield of 9.0 bus. per acre and a total production of 5,094,000 bus., according to final revision of this year's estimates. Altho the yield was lower than last year, the quality was much better and the average pick was only 7 per cent compared with 17.9 per cent in 1926.—Herbert E. Powell, commissioner of agriculture, and Verne H. Church, agricultural statistician.

Springfield, Ill., Jan. 1.—Illinois farmers have increased their fall sown wheat acreage about 922,000 acres or 38 per cent over the acreage planted a year ago. The condition of winter wheat is reported favorable quite generally. Fall sown wheat acreage in Illinois is estimated at 3,348,000 acres compared with 2,426,000 acres sown a year ago and 2,277,000 acres sown in the fall of 1925. This is the largest wheat acreage sown in the state since 1922 when the planted acreage totaled slightly over three and one-half million acres. The relatively attractive wheat price, excellent fall weather and field conditions and short acreage of winter wheat the past two years largely account for the heavy upward swing in acreage this fall. The state condition of winter wheat is reported at 93 per cent of normal compared with 71 per cent last December and the 10 year average of 85 per cent.—A. J. Surratt, agricultural statistician.

Government Crop Report on Corn.

Washington, Jan. 10.—The Crop Reporting Board of the U. S. Dept. of Agriculture reports that of the 98,914,000 acres of corn grown in 1927, 83,512,000 acres were harvested for grain. The percentage of the crop harvested for grain was 3.9 larger than in 1926, equivalent to 3.5% greater production.

The yield per acre was 27.8 bus., against 26.7 bus. in 1926. In 1927, 2,320,343,000 bus. were actually harvested for grain, against 2,234,160,000 bus. in 1926.

Crab Orchard, Neb., Jan. 5.—We have a good corn crop in this part of the country. It is of good quality, but carries considerable moisture. Wheat that was sown early with a good seed bed is showing up good, but late sowing and poorly prepared ground isn't showing up well.—J. H. Gillain, mgr., Farmers Union Co-op. Ass'n.

Rye Movement in December.

Receipts and shipments of rye at the various markets during December, as compared with December, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	49,889	193,063	52,114	17,143
Chicago	393,000	122,000	20,000	990,000
Cincinnati	1,314,942	449,293	1,400	12,600
Duluth	1,562,387	822,998	884,599	112,737
Ft. William	3,000	9,000	917,813	146,533
Ft. Worth	2,400	2,400	4,500	
Hutchinson	74,250	65,090	30,800	29,570
Milwaukee	300,420	459,490	140,310	149,860
Minneapolis	3,000	54,000	42,936	
New Orleans	352,000	133,500	445,000	412,000
New York	138,600	36,400	155,400	43,400
Omaha	1,200		3,600	
Peoria	128,893	157,730	138,943	116,917
Philadelphia		10,500		26,000
St. Joseph	89,000	55,900		
St. Louis	683,975	213,126	389,730	101,730
Superior	56,315	15,600	60,025	32,770
Toledo	3,600			
Wichita				

Ethics and policies of mill buyers and representatives in terminal markets vary only slightly, and only in rare instances are mill buyers so short sighted as to bid the country direct, in competition with local commission merchants.

Corn Movement in December.

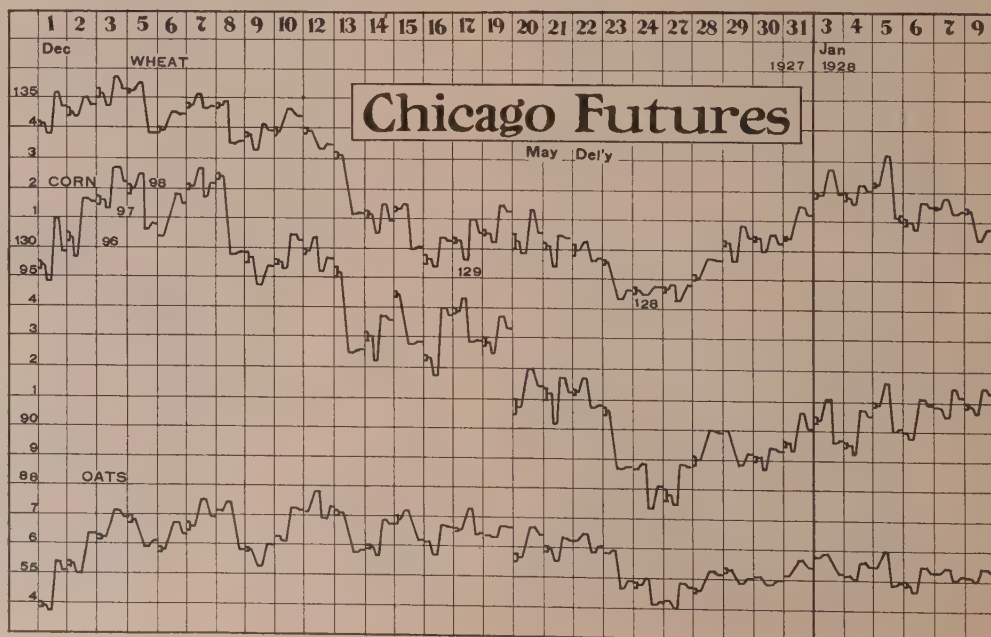
Receipts and shipments of corn at the various markets during December, as compared with December, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	110,811	148,471		42,857
Chicago	8,935,000	8,321,000	3,301,000	2,473,000
Cincinnati	297,800	536,600	175,000	375,200
Duluth	20,067	21,438		
Ft. Worth	663,600	110,600	422,800	29,400
Galveston			385,714	
Hutchinson	306,250	46,250		
Houston			230,796	
Indianapolis	1,508,000	2,077,000	1,524,000	2,180,000
Milwaukee	1,700,520	959,040	434,500	236,500
Minneapolis	1,172,540	1,011,220	604,140	587,000
New Orleans	208,500	498,000	65,875	308,565
New York	153,000	184,500	161,000	113,000
Omaha	5,502,000	2,296,000	3,217,290	1,893,000
Peoria	2,031,500	2,385,200	978,050	1,195,350
Philadelphia	74,548	18,588	27,830	
St. Joseph	2,098,500	851,000	1,027,500	337,600
St. Louis	2,562,000	1,890,000	1,176,200	323,400
San Francisco	468,857	1,036,000		
Superior	21,287	18,104		
Toledo	146,250	655,000	38,365	341,010
Wichita	421,200	79,200	48,000	15,600

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

	WHEAT											
	Dec. 27	Dec. 28	Dec. 29	Dec. 30	Dec. 31	Jan. 3	Jan. 4	Jan. 5	Jan. 6	Jan. 7	Jan. 9	
Chicago	128¾	129½	130¾	130¼	131½	131½	132	131	131½	131¾	130¾	
Kansas City	123½	123¾	124¼	124¼	125¼	125½	126½	125¾	125¾	125¾	125½	
St. Louis (hard winter)	129½	130¼	130¾	130¾	132	132¾	132¾	132	132¼	132¼	131½	
Minneapolis	124¾	125¾	126¾	126¼	127¾	128¾	128¾	128¼	128¾	128¼	127¾	
Duluth (durum)	121¼	122¼	122½	122½	123½	124¾	123¾	122½	123½	122¾	121¼	
Winnipeg	134¾	135¾	135½	136	136¾	137½	137	136½	136¾	136¾	136	
Milwaukee	128¾	129½	130¾	130¼	131¼	132	132½	131½	131½	131¾	130¾	
	CORN											
Chicago	88¾	89½	89½	89¼	90	89½	90½	90	90¾	91½	91¼	
Kansas City	81½	82¾	82½	82¼	83½	83½	83½	83¾	83¾	84½	84¼	
St. Louis	88¾	89¾	89	89½	89¾	89¾	90½	90½	91½	91½	91¼	
Milwaukee	88¾	89½	89¼	89¼	90¾	89¾	90½	90½	91	91½	91¾	
	OATS											
Chicago	54½	55½	55½	55	53¾	55½	55½	54½	55½	55½	55¼	
Minneapolis	51¼	51¾	51¾	51¾	52½	52	52¼	51½	52¼	52¼	52¾	
Winnipeg	63¾	63¾	63¾	63¾	64¼	64¼	64¾	63¾	64¾	64¾	64	
Milwaukee	54½	55½	55½	55	55½	55½	55½	55	55½	55½	55¼	
	RYE											
Chicago	107½	108½	108½	108¾	108¾	109	109	108½	109½	109½	108½	
Minneapolis	102	102½	102½	102½	103½	103¼	103¾	102¾	103¾	103¾	103	
Duluth	103¾	104¾	104¾	104¼	105¾	105¾	105	105½	105¾	105¾	104¾	
Winnipeg	106½	107¾	107½	107½	108¾	108¾	108½	108	108¼	108½	107½	
	BARLEY											
Minneapolis	80¾	81½	80¾	80¾	81¾	82¼	82¾	81¾	83¾	83¾	80¾	
Winnipeg	86½	87¾	87¾	87¾	89	88¾	88¾	87¾	88¼	87¾	86½	



Grain Futures of 1927.

The wheat, corn and oats futures for the five months of 1927 on the Chicago Board Trade are given by weeks on the chartewith. The chart begins with the May delivery of the three grains that future ended on the chart with Saturday, Apr. 9, and starting again Oct. 31.

To show the discount or premium both the opening and the incoming futures are given one week, beginning Apr. 4, Monday for July future, which continues to May 7,

The month of May, as often happens, witnessed the greatest activity, corn advanced from 71c to \$1.11 in 10 weeks, continuing date to be the most active of the three cereals.

Wheat made its high earliest, the week of Saturday, June 4, and thereafter began to select the abundant supplies promised by the new crop, so that the December and May (1928) futures came in at substantial premiums, satisfactory to those having edges outstanding.

Corn made its high in August under the influence of fears of frost, which never materialized, and by the time the crop was secured in October the price was already down 30c per bushel.

The June rise in oats was merely in sympathy with the higher priced grains, and it was not until December that oats had a bull market all its own.

Oats Movement in December.

Receipts and shipments of oats at the various markets during December, as compared with December, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	117,384	51,648		
Chicago	4,822,000	3,037,000	1,880,000	2,962,000
Cincinnati	310,000	278,000	168,000	200,000
Duluth	78,728	325,094	2,333	1,290,472
St. William	2,136,278	1,886,559	1,159,362	1,109,330
Worth	204,000	188,000	24,000	88,000
Hutchinson	1,500	3,000		
Indianapolis	448,000	634,000	342,000	478,000
Milwaukee	319,700	790,950	331,800	297,333
Minneapolis	1,569,620	1,449,840	2,024,200	2,765,330
New Orleans	146,000	240,000	58,181	75,477
New York	596,000	256,000	45,000	90,000
Omaha	538,000	450,000	518,000	308,000
Peoria	651,800	747,000	475,200	415,800
Philadelphia	106,817	117,960	12,729	
St. Joseph	92,000	64,000	36,000	12,000
St. Louis	1,358,000	1,822,000	1,163,000	1,200,000
San Francisco	63,875	40,937		
Superior	66,651	307,429	19,198	691,536
Toledo	344,400	471,500	105,135	150,155
Wichita	25,500	16,000	1,500	6,000

All three cereals closed the year not very far from where they started, May wheat being down about 9 cents and corn and oats up 8 and 6 cents respectively.

Venezuela: The import duty on bran, straw, and prepared feed-stuffs of grain has been reduced from 0.10 to 0.05 sol per gross kilo.

Barley Movement in December.

Receipts and shipments of barley at the various markets during December, as compared with December, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	1,688,922	1,254,424	1,721,079	978,562
Chicago	806,000	689,000	221,000	182,000
Cincinnati	4,200	1,400	2,800	
Duluth	1,263,557	142,380	1,695,745	655,048
St. William	4,338,959	3,678,485	3,574,198	2,236,560
Worth	12,800	68,800	17,600	16,000
Hutchinson	1,250	5,000		
Milwaukee	758,620	883,120	177,023	176,556
Minneapolis	1,831,870	975,380	1,134,370	625,910
New Orleans		3,200		
New York	2,874,800	3,043,300	3,660,000	4,019,000
Omaha	137,600	52,800	169,600	25,600
Peoria	129,800	77,000	78,400	51,600
Philadelphia	546,265	622,490	543,406	569,829
St. Louis	144,000	166,000	21,800	16,000
San Francisco	92,194	117,474		
Superior	1,035,897	125,126	1,045,400	233,012
Toledo	6,000	2,400		
Wichita		13,200	1,200	2,400

Wheat Movement in December.

Receipts and shipments of wheat at the various markets during December, as compared with December, 1926, in bushels, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
Baltimore	2,260,359	1,789,771	1,966,757	2,328,737
Chicago	907,000	1,110,000	597,000	1,761,000
Cincinnati	165,200	208,000	280,000	295,400
Duluth	5,348,112	2,220,459	5,191,616	3,921,942
St. William	54,125,917	21,902,956	38,708,851	17,614,818
Worth	588,000	1,565,200	667,600	730,800
Galveston			152,000	1,971,400
Houston			64,000	432,500
Hutchinson	1,089,450	3,429,000		
Indianapolis	168,000	91,000	213,000	276,000
Milwaukee	70,560	56,000	32,500	145,107
Minneapolis	7,980,620	6,199,540	2,724,670	1,941,550
New Orleans	385,000	39,200	1,253,773	681,207
New York	7,252,800	12,232,200	8,319,000	14,204,000
Omaha	1,702,400	1,026,200	1,323,000	1,498,000
Peoria	110,400	40,800	141,600	27,600
Philadelphia	2,776,842	4,697,457	871,249	6,189,049
St. Joseph	431,200	946,400	123,200	98,000
St. Louis	1,995,000	1,688,400	1,823,896	1,687,525
San Francisco	200,700	96,600		
Superior	3,414,125	1,088,626	862,705	1,407,437
Toledo	966,010	941,720	826,905	97,605
Wichita	1,394,550	1,780,650	900,450	1,211,950

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

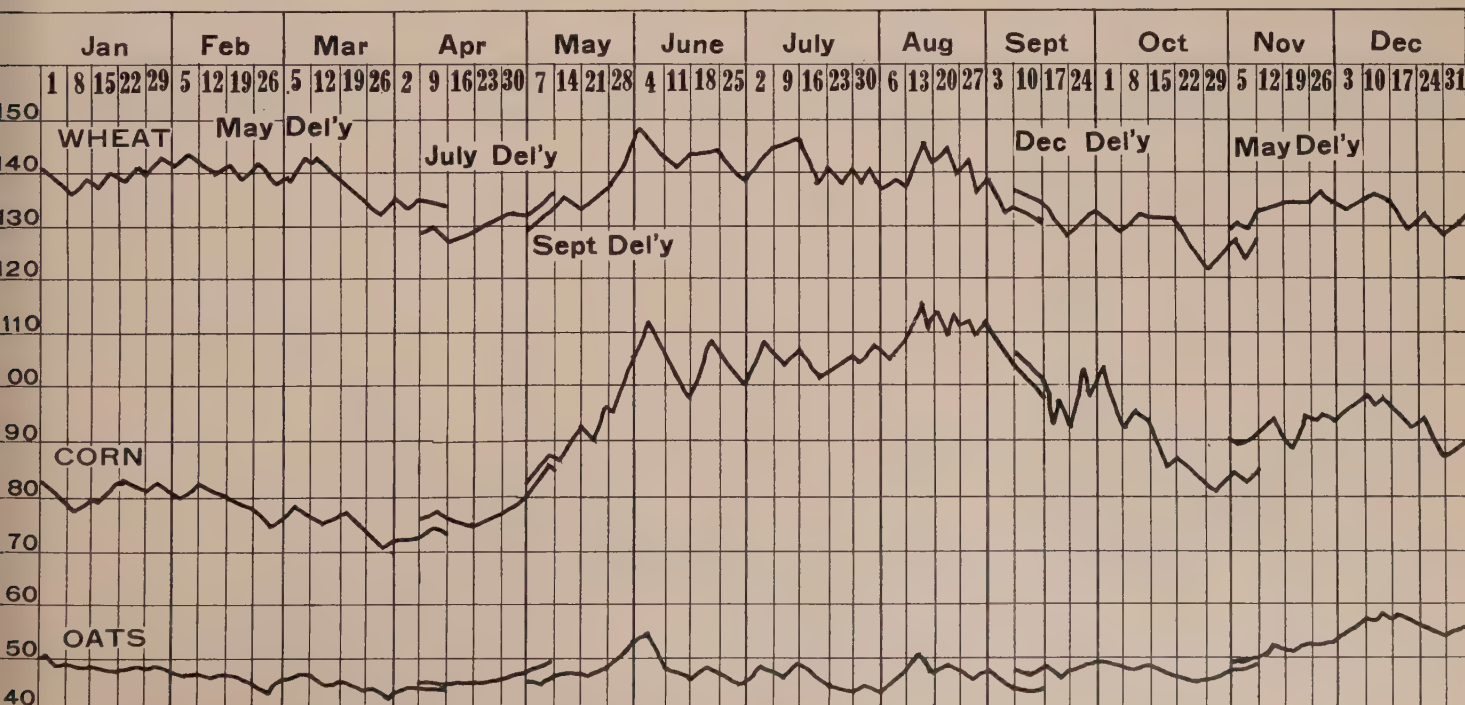
Grand Rapids, Mich., Dec. 26.—Daily carloads arrivals here at the present time are light, last week being 56 cars of corn, 18 cars of oats, 22 cars of wheat and 6 cars of rye. The movement of new corn is increasing, and quite a few notices of consignment are coming in. The demand for corn is extremely good, altho other grains are dull at present.—Henderson Mfg. Co.

Chicago, Ill., Jan. 1.—Receipts during 1927, compared with those in 1926, were as follows: wheat, 42,710,000—38,113,000 bus.; corn, 86,021,000—92,710,000 bus.; oats, 49,066,000—47,243,000 bus.; rye, 3,793,000—2,163,000 bus.; barley, 10,688,000—9,032,000 bus. Shipments similarly compared were: wheat, 29,365,000—32,131,000 bus.; corn, 40,032,000—39,232,000 bus.; oats, 26,323,000—36,678,000 bus.; rye, 1,894,000—2,292,000 bus.; barley, 2,778,000—2,453,000 bus.

St. Joseph, Mo., Jan. 1.—Receipts for all grains for 1927 were 21,016,800 bus., compared to 23,473,400 in 1926. Shipments in 1927 were 9,907,500 bus., compared with 10,631,000 bus. in 1926. Shipments of the various grains were: during 1927: wheat, 2,898,000 bus.; corn, 6,691,500 bus.; oats, 212,000 bus.; rye, 99,000 bus.; barley, 7,000 bus. For 1926 shipments were: Wheat, 2,562,000 bus.; corn, 7,435,500 bus.; oats, 632,000 bus.; rye, 1,500 bus. December, 1927 was a record month in the matter of corn receipts, a total of 2,098,500 bus., coming into the market. The delayed country shipments, held awaiting the turnout of the 1927 corn crop, came in in quantity during the closing month of the year.—N. K. Thomas, sec'y, Grain Exchange.

Canada's Wheat Exports.

Canada's wheat supplies and exports are depicted in a colored distribution-flow map recently issued by the W. Sanford Evans Statistical Service, Winnipeg, Man. Of the 1926-27 crop of wheat, of 445,412,194 bushels, the chart illustrates that 292,880,996 went out of the country as wheat and flour exports, that 101,945,510 was consumed domestically, leaving a carry-over of 50,585,688 bus. The commendable compilation also shows thru which ports Canada's exports moved. In the order of their receipts, in millions of bushels (000,000 omitted), were the following ports: Montreal, 69; New York, 66; Vancouver, 34; Philadelphia, 16.8; St. John, New Brunswick, 16.2; Baltimore, 11; Portland, Me., 5.7; Prince Rupert, 5.6; Quebec, 4; Boston, 3; Norfolk and Newport News, 9; Halifax, 4; others, .000053.



Illinois Dealers Hold Stirring Conference at Streator

Bad roads and difficult driving conditions held no terror for over 60 grain dealers and farmer friends who gathered in the Elks Club at Streator, Ill., at 6:30 p. m., Thursday, Jan. 5, to hear an address by Frank J. Delany, of Chicago. Following a splendid banquet and the lighting of after-dinner cigars distributed thru the courtesy of Jas. E. Bennett & Co., everyone turned their chairs to face the speakers' table and give their utmost attention.

H. H. BARTELLS, Streator, toastmaster, introduced Sec'y W. E. Culbertson of the Illinois Grain Dealers Ass'n, Delavan, who thereupon arose and introduced the main event of the evening.

FRANK J. DELANY delivered a rapid fire expose of the methods of the grafters and agitators preying upon the farmers. In the course of his address he said:

Delany's Address.

I am proud and the Chicago Board of Trade is proud of this opportunity to discuss with you your problems in a dispassionate way. We have had opportunity to talk with the independent and the line house dealers before, but not often with the managers of farmers elevators and their patrons.

The farmers' elevators were organized primarily as a form of insurance against the cupidly presumed to exist among the independent and line elevators. They had no thought for profit and no intention of directly making any. We knew of course that such insurance was unnecessary, that ordinary competition was and is sufficiently strong to prevent the independents from taking an unfair margin of profit.

The cooperative elevators have come to realize the truth of this and that no elevator can long operate without taking a reasonable margin to cover losses, expenses, depreciation. With that realization has come a greater appreciation of the problems of the independent dealer and greater willingness to cooperate with him in eliminating trade evils and bad practices wherever met.

No man can operate a business without incurring some losses. Losses must be paid out of earnings, and if there are no earnings they must be paid from the capital. No business can justify the continual supply of new capital to stand loss after loss.

Stockholder owners soon grow tired of constantly putting in new capital. They do not want that kind of business enterprise. So the farmers elevators have found that they must make a profit to pay the certain losses that always come, for the inexorable law of business must rule. Their competitors have the same kind of griefs and out of the realization has come a better understanding.

Every farm agitator, seeking the most tangible thing in sight, selects the Board of Trade as a target. Against it he delivers his tirade. The manager is left in a predicament. Farm sentiment is more or less divided even in the directorates of his corporation. He cannot afford to take sides one way or the other. But we have usually found that the managers, more clearly understanding the problems of the trade,

are unsympathetic to dangerous legislation. Here in Illinois they gave us their support in defeating the Lantz bills, and later the more dangerous Kessinger bill. Either of these, if passed, would have disrupted the Board of Trade if not indeed the whole grain trade as at present conducted.

The Kessinger Bill: Probably few directors or stockholders of farmers elevators realize just how dangerous the Kessinger bill might prove. It would have made public the affairs of a confidential business. After an investigator had examined the books of any grain business and made his report, that report became a public document, consequently the books of the cooperative elevators would be ultimately thrown open to public inspection it would thus be easy for a competitor to obtain the financial standing or margin of profit or any other information he might want. Certainly this would disrupt the trade. It destroyed absolutely the privacy that is an essential characteristic of the grain business.

Last year I visited Congress and while there I heard one senator deliver a masterful argument declaring that he would vote for the McNary-Haugen bill because it was not a taxing or price fixing measure. Another immediately followed him with a declaration that he would vote for it because it was a taxing and price fixing measure. It seems no one knew just what it was or had a clear understanding of how it would work. The bill was too incomplete and hazy. Certainly such an impracticable measure ought not be foisted upon the farmers of the country.

The Kessinger bill was not, as generally believed, written by Senator Kessinger. It was produced by Mr. Kirkpatrick, attorney for the Illinois Agricultural Ass'n, a man admittedly unacquainted with the details of the grain trade.

Mr. Kirkpatrick had no destructive purpose in mind, rather the contrary. But he did want to draw a strong law, so he selected the Volstead and the Illinois Utilities Acts as models in shaping the Kessinger bill. Since the grain business is so constituted that it must be conducted in a manner of privileged secrecy such a bill would ruin it. Fortunately the farmers came to their senses in time. They knew what might happen if they did not have a constant market for their grain.

The Board of Trade did no lobbying against the bill. The constant agitation and prospective legislation directed against us had led to discouragement. Our memberships had lost their trading value. A \$10,000 membership simply meant that amount of equity in valuable real estate, which would be enhanced if we closed, since the property could then be turned over to more profitable enterprise. Many of the members favored liquidation. But we felt we were performing a service. We are working on a gross margin of less than 2% in merchandizing grain compared to a much higher percentage imperatively required by manufacturers, or distributors of other basic staples. None of those would attempt to conduct a business on the same narrow margin.

In the emergency created by the prospect that the Kessinger Bill would pass, the Board of Trade recognized its duty to the American public and advised its patrons to make no commitments beyond the September futures.

This startled the folks down state. The down state manufacturer, the down state banker, the

conservative farmer all awakened to the danger. The wholesale grocer loaning to the tailor and the retailer extending credit to the farmer wanted the Board to continue so that he could tell what the farmer would get for crop and base their loans accordingly. Press developed in Springfield from these and conservative farmer. The legislature sobe up, and the bill was killed.

We appreciate that it is our duty to conduct an honest open market where trades may be made at any time. In no case have we tried to tell the farmer how to run his farm. We do not profess to know anything about production. But we do know marketing and in a position to judge the probable results of any method developed.

Pools: The Board of Trade has never taken an official position on any of the pooling propositions. We do not take one now. My personal opinion is that pools have not proven successful. They fail because they always add for the farmer a new item of expense. They furnish opportunity for speculation and an opportunity to evade personal responsibility for management errors of judgment.

In the case of the combined Canadian pool propaganda from the sales office declares that organization has signed up 75% of the Canadian wheat acreage yet figures show it to have handled only 50% of the production. This sufficient evidence of boot-legging of wheat, means that about 25% of contracted wheat was sold thru the usual channels of trade in violation of the pool contract.

The farmer does not willfully break contract certainly not unless he is convinced that it is vital to his own interest to do so, or unless he feels that he has been outraged by the contract.

A graph of comparative pool and open market prices at Fort William for No. 1 Northern, crop year 1926-27, shows the reason. It shows the average price to the independent producer 15 to 18 cents higher than the price paid by the pool over a period of a year. It further proves that there are less than two months during the year when the farmer could have sold his grain and obtained a lower price than the pool paid. In other words to get the same price as he has given by the pool he would have to be 80% wrong in his calculation of the best time and opportunity to market his wheat in order to get the best price.

Union Contract: Here in Illinois we have some folks trying a new but very similar scheme. In the contract form is a lot of unnecessary language to cover up the essence of the agreement. Fundamentally it would tie the farmer up for 10 years, take complete possession of the contracted products, permit borrowing money on them, take as large a fee as wanted, give to the farmer what is left, penalize him 12½% on grain and 20% on poultry for failure to deliver his contracted commodities as per agreement. These obligations are stated very emphatically. The farmer is charged \$10 membership fees and \$6 dues for the privilege of signing this one-sided contract. (The market agreement was published on page 735 of the Journal for Dec. 25, 1927.)

It is apparently drawn by a very able attorney. In it we find the constant use of such terms as "similar" where the word "identical" should be used, and "definite" where the word "reasonable" should be used. Even if we are charitable we must admit the language is chosen advisedly and it is evident that such terms are used with intent to conceal true purpose. Take as example Clause 13 wherein the contract says "The Producer hereby authorizes the Union in its discretion, to fix definite handling charges for operating expenses for grain, livestock, dairy and poultry products and other commodities delivered under this or similar agreements, some or all of them, and agrees to be bound thereon." Just what are "definite handling charges"? And isn't considerable leeway

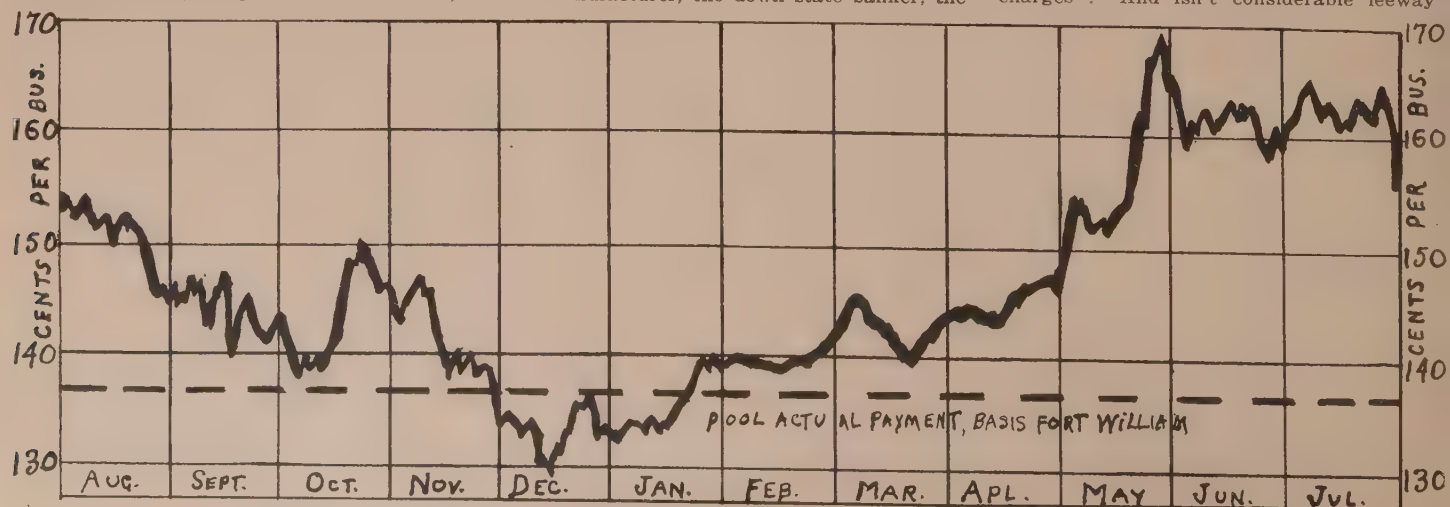


Chart of open market prices at Fort William compared with actual payment by Canadian wheat pool, basis Fort William.

"similar Agreements" for bringing in considerable variation in writing of contracts?

Clause 15 we find "Producer hereby agrees to advance the Union the sum of \$10.00 either cash or in the form of a bankable note . . . seems that everything designed for the farm has something like this tacked to it.

Suppose that your local cooperative elevator manager were to drive out to your farm some morning and say, "John, I've got a new scheme. It's a world-beater. All you have to do is to give me a contract whereby you will deliver all your grain to me for a period of 10 years. I will take possession of it, sell it as I see fit, and enough from the proceeds to meet all my expenses and a salary, give you what is left afterwards, pay you if and when I please, penalize you 12½% of the selling price on grain and 10% on poultry and poultry products. All you have to do now, John, is give me \$10 for coming to see me and sign this agreement." What would you do? You'd set the dogs on him, of course. That is what the Union, a group of strangers, is proposing.

Clause 18 provides that a change in the agreement may be effected by a meeting and a two-thirds vote of the entire membership, which must be present either in person or by proxy, constitute a quorum. You yourselves know how difficult it is to get two-thirds of a membership so widely scattered to be present in one place at one time.

The contract also provides that it shall not become effective unless 55% of the producers in any unit or trade territory have signed this similar agreement. The question arises what is a "trade territory?" and what are "similar agreements?" These are very flexible terms.

After all if the farmer would read the contract or show it to his wife, he would not sign. His signature is procured only by high-pressure salesmen well versed in the art and they usually come in pairs. Under the influence of a flowing lullaby of existing conditions the farmer signs without first thinking it over or investigating. Afterwards he finds he has signed himself over for 10 years to an unbonded Union and has nothing definite in the nature of a guarantee as to when or how much he is to be paid. The contract apparently is a commercial liability to the farmer.

Commercial Liability: This is evidenced in a resolution passed at a meeting of Illinois representatives of the Federal Farm Land Bank of St. Louis held in Peoria on Nov. 8th. A hundred Illinois counties were represented and among the delegates were over 70 Illinois Farm Advertisers. Unanimously they passed the following resolution:

BE IT FURTHER RESOLVED, That the Farmers' Union exercise great care in accepting applications for farm loans, where the applicant has signed a Farmers' Union ten-year contract in Illinois, because high legal advice has advised that these contracts will tie up his farm products to an extent that he may be prevented from meeting his interest and amortization payments.

Thus the signer may have his credit seriously impaired. High legal talent has declared the contract as very indefinite and introductive of a new element of risk.

After all this thing is so preposterous as to be unwelcome. It won't accomplish anything that not already being done better by the farmers' advocates. It is the sort of thing that thrives in utter despair and the producers of Illinois have not reached that stage. (A copy of the Union Contract was published on page 735 of the December 25 number of the Grain Dealers Journal.)

Practical Relief: We have been telling you that it is wrong with the things that are offered for purposes of relief. I can hear the suggestion of complaint that we offer nothing in the way of suggestions for improving the position of the farmer.

We believe there are available practical opportunities, which seem to be wholly disregarded by those engaged in saving the farmer. For instance about 19,500,000 bushels constitutes our portable surplus of corn on the last three years. If the industrial alcohol produced in this country were all manufactured from corn it would consume 40,000,000 bushels, over twice our portable surplus. Yet our government permits foreign molasses to come into this country on the alcohol trade and the farmer suffers thereby. Is Congress trying to do anything? No, it had a bill for this purpose in the last assembly, but the committee never reported it, because it would distract attention from a major issue, the McNary-Haugen bill.

Our Pacific Coast uses about 10,000,000 bushels of corn annually. A great portion of this comes from the Argentine and Australia. These countries seem to be breaching in protective tariff wall intended to preserve American markets for American farmers.

Another help would be the development of the St. Lawrence Waterway project. The waterway on wheat Chicago to Montreal last summer was as low as 5½ cents a bushel, compared with the rail rate for export of about 12½ cents. Deep waterway would make it unnecessary to ship bulk at Montreal and we could get this

low water rates for export insured as a permanency. This should help the domestic price by that saving.

This sort of relief we consider sound, constructive and workable. We are advocating that sort of relief measures. We cannot in honesty to ourselves, give our approval to measures which we know are unsound, impracticable and unworkable.

A decent respect for the good opinion of the farmer whom we serve demands of us not less than this, nor can we do more than this. With that thought I believe you will all agree. I thank you.

Great applause followed Mr. Delany's address. It was self-evident that all had been impressed by the soundness of his views. Some discussion followed.

H. W. BRUSH, Ottawa: Do you think the waterways will ever be fully developed to bring lower rates?

MR. DELANY: Yes. We believe it is bound to come. The St. Lawrence project is better than the gulf idea because it would keep grain in about the same climate with less danger of it going out of condition. Progress is being made slowly. If the advocates of farm relief and a few more of our politicians would put half the energy behind the waterways that they do behind other projects we would have them now.

I would like to hear something about Federal Inspection of grain and what it has accomplished for the farmers, for some of you have asked me about this before the dinner. Some seem to feel the present corn grades are too inflexible. If the grain falls below the limits on any one factor, regardless of how good it is in other respects, it is thrown into the lower grade. They think this grain ought to be scored so that all factors are honestly considered in the grading. Maybe we ought to have fewer grades and greater flexibility. What do you think?

SECY CULBERTSON: Mr. McDonald, our federal supervisor at Chicago, is equally anxious to know what the farmer thinks about present grades. He would also like to know if fewer and scored grades would be preferable to all concerned.

An expression from the assemblage, taking turns to tell how they felt about it individually, showed more than twice as many preferred to go back to the old methods with 4 grades for corn than wished to continue with the present inflexible standards.

Included in the remarks made during the expression of preferences were such as these:

H. H. BARTELLS, Streator (famously known among his associates as the Mayor of Richards): I believe the farmers would be better satisfied if grain were properly graded the first time. This could be accomplished if we had federal grading altogether and no appeal. Then the first grading would also be the last.

I. M. FUNK, Kernan: If we have fixed limitations as the important factor in deciding grades we ought to have about 15 different grades with one cent difference between each. The present methods are poor. It would be much better to have fewer grades and have the grain scored so it is given credit for its good qualities as well as discounted for the poor.

J. J. MOHAN, a real estate operator at Streator, called on Mr. Delany for a reason justifying the speculator and the Board of Trade.

MR. DELANY: It is the speculator that sets the price. No mill is in the market every day, nor is any feeder or industry working with corn. Consequently when the supply is greater than the demand it is the speculator who takes up the slack, because he believes he can make a profit thereby. Thus the market is kept from fluctuating more than it does. Otherwise it would be an easy matter for mills to get together and force lower prices. As it is the speculator sets the price and they must meet it.

Speculators are very important to the grain merchandisers. If we couldn't sell them our hedges we would have to take much longer

margins to cover the risk involved and would often be unable to bid the country.

Someone called upon Mr. Delany for an exposition on his trip to the Argentine. Mr. Delany described the grain business of that country as being under control of a few highly speculative firms. Most of the production is accomplished in a primitive way by peons who seldom get ahead far enough to buy the land they till. The land is worked until it becomes unproductive and then the worker moves on to virgin territory.

The few firms controlling the market operate like a huge pool conducting their operations with their own money. There are no grades. Practically all of the grain is sold for export on a basis of fair average quality. Any wide variations are subject to arbitration.

Little doubt may be admitted that the American farmer cannot compete with the low standard of living and low wages in effect in Argentina. The American farmer has machinery and this permits him to raise his crops competitively.

Adjourned sine die.

Notes.

Among other representatives of Chicago houses were O. J. Bader and H. W. Brush.

Grain men from Streator post office points were H. H. Bartells, A. J. Graham, C. Linder, Geo. McGrath, Art Wolfe, and L. W. Schultz.

Many farmer patrons and directors of farmers' elevators were present with the representative of their elevator to listen to Mr. Delany's address.

Following the meeting many of those present repaired to the Jas. E. Bennett & Co. rooms in the Plumb hotel, where they continued to discuss the activities of the Union and the matter of corn grades. C. D. Olson, Kenneth B. Pierce and Mike Lavalley were in charge.

Other country elevator operators present included Isaac B. Barrett, Moon Station; M. C. Donnelly, Toluca; Harry Emery, Rutland; I. M. Funk, Kernan; Frank Gibbons, Nevada; H. A. Grimm, Blackstone; R. A. McClelland, Dwight; F. J. McCormick, Seneca; C. I. Peterson, Grand Ridge; I. G. Redshaw, Dana; J. J. Ruckrigel, Ottawa; R. B. Stoddard and J. A. Simpson, Jr., Minonk; C. B. Sauer, Dana; C. W. Willman, Ransom.

Shippers Weight Cards.

The last annual convention of the Terminal Grain Weighmasters' National Ass'n, held in Omaha, on Oct. 10, adopted a resolution recommending the more general use of shippers weight cards for the convenience of accurate checking of scales. The resolution, as reported on page 436 of the October 10 number of GRAIN DEALERS' JOURNAL, states:

Shippers Weight Cards.

WHEREAS, Shippers Weight Cards have proven of great benefit to weighmasters at terminal markets in checking the accuracy of their scales; be it hereby

RESOLVED, That H. L. Goemann, chairman of the Transportation Committee of the Grain Dealers' National Ass'n, be urged to bring the matter to the attention of that Ass'n and urge passage of a resolution by that body recommending that country shippers supply such cards with their shipments.

In his report before the National Ass'n as chairman of the Transportation Committee the next morning, Mr. Goemann called this to the attention of the delegates. It was decided that both he and Sec'y Quinn be instructed to bring it to the attention of country shippers. Terminal weighmasters have been working on the problem for several years. Wherever it has come into use it has proven a means of accurately checking weights and detecting bad order scales. These cards help materially in finding leaks before identity of shipment has been lost or the car moved from receiving track.

Mr. Quist, weighmaster at Minneapolis, pres. of the Terminal Grain Weighmasters' National Ass'n, declares the cards have been of great assistance to shippers and weighmasters in Minnesota, where their use is required by law.

Their use by every shipper will soon bring about the permanent improvement of weighing and shipping facilities.

Why Grain Future Prices Are Depressed

By Arthur W. Cutten, Chicago

Domestic Oversupply.—In December the United States Department of Agriculture released its final cereal crop report for the year.

It concedes not only a sufficiency of production but a burdensome oversupply and out of this arises all the ailments afflicting agriculture, and to cure which there has been suggested as many remedies as there are doctors of farm relief in consultation over the patient.

This nation produces not only its own requirements but a surplus that has to meet the demands of foreign countries. Those world markets can only be acquired at prices stripped of all idea of cost of production, in competition with the grain of other surplus countries.

Under normal conditions we then became a part of a world melting pot of values, and logically, our domestic prices must reflect that world's basis; hence under such conditions, our import tariff for the protection of agriculture remains nugatory.

The price the farmer receives for his grain is regulated by the price the consumers of the world will pay. This is governed by the amount of grain produced in all the world and their ability to buy it. Hence the farmer is interested in the affairs of the world, and whether he knows it or not, he is concerned in the weather of Argentine and Australia and the state of trade and industry of England and France.

Overproduction in Other Lines.—Cereal agriculture is not the only child of mother earth lacking in its portion of the otherwise general prosperity; coal and oil are likewise on a basis far from normal and all because of an overabundance. The earth produces a wealth beyond requirements and neither management, organization, legislation or capital seem able to remedy the situation.

There is now 150,000,000 bushels of grain in the visible supply. That covers the terminal markets. Pending its final sale for consumption, it is, as a rule, all hedged by sales for future delivery. How much more there is in the invisible supply, private elevators, city and country, is not known.

Without an exchange with a contract capacity, through its membership and the public capable of carrying the load how would that grain be provided for at the present time?

Logically it would still be on the farms, until such times as bids were received for actual consumption.

Burden of Stocks on the Producers.—It is generally known that the new industrial policy is to carry low inventories and buy only from hand to mouth, and this, too, on articles having the benefit of a protective tariff. Such being the case, who would care to carry heavy stocks of grain unsold in competition with the world's market. In the name of good sound business judgment it would not be done, neither would bankers finance such a speculative venture, hence the load and risk must remain with the producers, who would then likewise have to become liable for the hand to mouth policy in modern business.

With the grain exchanges functioning properly and according to their principles, the producers can always sell in large or small amounts at any time to suit their convenience and purpose. A farmer's load of grain hauled to a country station need never make a return trip to the farm for the want of a buyer.

Unlimited Buying Power Required.—It is evident therefore that the fundamental requisite to an open market exchange is to recruit an unlimited buying power and a form of contract that does in no sense discriminate against the buyer. The unwieldy surpluses demand this unrestricted and constant buying power. But how can the exchanges reach the ultimate in efficiency and create or encourage this power, with their purposes and activities controlled and held in check by governmental authority and contrary to the principles that are inherent to their effective operation?

Criticism of government control is not new. "What appears to be, and is to many a novel idea and something of modern invention, is in truth and fact founded on a thought that was not new even in the medieval ages. At that time an exchange was called a guild and a medieval guild was not a body of citizens placed under the control of state functionaries; it was a union of all men connected with a given trade; the buyers of raw products and the sellers of manufactured goods. Everything had to go to the market and be offered there for everyone's purchase until the ringing of the bell had closed the market. To guarantee liberty, self-administration and peace was the chief aim of the medieval city."

Harmful Government Restrictions on the Buying Power.—The grain futures act demands daily reports from all brokerage houses on the exchange showing the net position or the total of open trades of all persons who are long or short any future at the close of the day when amounting to 500,000 bus. or more of wheat, corn or oats and 200,000 bus. or more of rye and barley. It is claimed that the act itself places no restriction or limit on speculation in the grain futures market, but the requirement is contained nevertheless under authority of the rules and regulations of the Department of Agriculture.

Speculation is competition in trade in its fullest sense. Competition is shy and full of fear and no operation is entitled to greater secrecy or protection than this form of commerce. The enormity of the surpluses demand underwriters capable of carrying a limitless load. Shrink in volume the circles of speculation and there is created at once a more unstable market.

Speculation is a voluntary act. No person, not even one who is a member of the exchange, can be compelled to speculate and thereby contribute to the volume of this form of trading. No rules of an exchange nor regulations of the federal government can add one iota to the sum total of this form of business, but they can readily destroy the demand necessary to carry the load by ill-advised rules and regulations.

What conceivable reason can there be for applying this principle of espionage to the grain exchanges exclusively? Is it any wonder the prices are suffering and the volume of business is so reduced as to make the relationship between the surpluses to be carried and the buying power, out of all proportion?

It is inconsistent to say the government has no authority to order contracts closed or curtailed and at the same time to have their supervisors ask for reports of all accounts in volume over a stipulated amount. There must be something contemplated in asking for the reports else, if the government has no authority why demand them and assume the expense and labor of supervision.

Act Hurts Market.—The grain futures act has robbed speculation of its virility greatly to the detriment of the market itself. The act, it was stated, was conceived to correct abuses on the grain exchange, and the farmers were told that the legislation and supervision by the department of agriculture would improve values.

The com'te on economic research of the Harvard University inclined to the view that the act was injurious in its effect to producers and agriculture in general, largely because speculation had been restricted and hampered and market prices had not improved after the advent of the supervision by the department of agriculture.

What would happen to the volume of business on the New York Stock Exchange should the department of commerce or the treasury appoint a group of supervisors and grant them authority to demand reports of all brokerage and banking houses detailing daily each customer's position in the market, with arbitrary power to suggest thru the business conduct com'te of the exchange on pain of discipline, a curtailment or closing out of accounts indiscriminately and all without the power of appeal so far as the exchange itself is concerned.

Grain Traders Serfs.—Are the members of the grain exchanges of this country serfs or freemen? How long can our grain merchants and farmers compete with Canada, with their grain exchange in Winnipeg functioning 100 per cent as a free, open and competitive market controlled by only one thing, the law of supply and demand? Has not the supreme court of United States and all investigating bodies always warned against meddlesome interference in the grain exchange system of trading?

How much of commercial life of the exchanges is shell-shocked by too much legislation and supervision? It is said that what this country needs is not more liberty but fewer persons who take liberties with our liberty.

Buyers Driven Out by Grain Futures Act.—The grain futures act, through its supervision, rules and regulations, in asking for a disclosure of confidential accounts, information that has a monetary value if wrongfully used, has driven out of the market many operators who would otherwise be available as participants in that form of underwriting, that our surpluses require to insure orderly marketing and a constant demand.

The circle of speculation has been so narrowed that the market place is circumscribed

and the total business only a fraction of what our large crops require for their compensation, stabilization and protection.

This is exactly the reverse of what should be the case in order to benefit agriculture. We have unrestricted accounts and the big surpluses will find ready buyers when the combination of hedging sales and short sellers confronts to face with the demand that will come into the market, when prices and the form of contract are attractive. The anti-cornering of the exchanges is always an infallible protection against prices being forced above the true commercial value of the property.

The inequality of contract between buyer and seller for future delivery is one strong reason for the decline in business, and the dullness that is the subject of comment among members.

Under the rules of the exchange this form of contract is satisfied by the delivery of grain by grade alone.

Other transactions call for grade and sample. This protects the buyer, in that, seeing, for example, he has knowledge of the actual quality and condition of what he is going to get, and determines his bid accordingly.

The sellers we have always with us. Hedging in actual practice is to a large degree on the selling side, and is constant, during certain long periods of the crop year.

The buyers have to absorb and carry the load together with the short selling, and also pay the carrying charges.

How can they assemble in sufficient strength to do this, unless provided with an equitable contract?

A buyer has no alternatives in any phase of this form of contract.

He can have no prior knowledge as to the day or days during the delivery month the grain will be delivered. Nor has he any positive assurance that the grain will actually be delivered. It is always contemplated, but the default is permitted and provides for a non-delivery, as long as it is not deliberate. In that event discipline can be invoked, but in any event the buyer only gets a cash settlement.

The buyer has no prior information as to what warehouse receipts he will receive, out of a total of eleven public elevators, nor how many bushels in each elevator, or whether or not delivery will be in an elevator at all, but at the instance of the board of directors, in cars on track, with no storage space available, because of elevators glutted with grain of all kinds, belonging to those presuming to operate them public trustees.

Nor can the buyer know what grades of grain or how much of each he will receive. For instance, in wheat there are seventeen deliverable grades, six of which are at discounts ranging from two to five cents a bushel.

In wheat there are seventeen deliverable grades, six of which are at discounts ranging from two to five cents a bushel. In combination with this the exchange has established a fixation of price differentials, subject to no change except by vote of the membership, which seldom occurs, and yet we know that no two crops are ever exactly alike in their various qualities and proportions of each, and the differentials fluctuate violently.

No Choice for Purchasers.—Hence, selling operating elevators may manipulate these various grades so as to take advantage of the intervening market changes in the differentials and the buyer gets in every instance the kind of wheat showing the greatest variation in favor of the seller, between such fixed differentials and the actual spot market. The buyer has absolutely no choice in what he wants or going to get. How then can differentials fix in this way over a period of years insure to the buyer an honest contract.

Differentials should be adjusted every ten days during the delivery month by a committee composed of millers and experienced cash grain merchants and on the basis of actual values prevailing in the spot market.

Is it not remarkable that we have purchased at all to carry the load under such enormous handicaps?

How long would business continue on the stock exchange, if the sellers had fixed differentials established by the exchange on the common and preferred stocks of each corporation and a period of from 60 to 90 days of fluctuating prices in which they could be used against the buyer.

Kiln Dried Corn Misnomer.—The low quality and undesirable grain should not be delivered at all on future contract and in raising the basis grades there would have to be considered the question of kiln-dried corn which is a misnomer and has no more relation to a dry kiln than bootlegging has to a bootmaker. The germ of life containing the oil is largely destroyed and as compared with the natural corn it is only an embalmed substitute.

Cereal Oats.—The natural oats bought by the cereal mills require cleaning for their purposes.

and the refuse is subjected to another cleaning and "cereal oats" is the result. These cereal mills can use in their variety of products all kinds of oats that have an intrinsic value. The fact that they ship these "cereal oats" to terminal markets warrants the deduction that they are undesirable in intrinsic value. The elevator operators in the terminal markets use them for delivery on future contracts and the buyer must accept them, on inspection alone.

The practice of palming off on the public inferior qualities of grain even if the federal and state bureaus give it a label which technically complies with grade requirements should be outlawed. The exchanges should denounce and prevent the dumping of poor grain from private elevators, cereal mills, and other sources of origin, on the public who patronize them and accept deliveries on future contracts.

These evils create what is known as a depreciated contract. This is a contract which consistently sells at a discount under the price at which the commodity called for by it may be bought in the spot market.

It has been claimed that this disparity does not affect the value of the actual commodity. It may not affect the theoretic value, but it does affect the price that it brings.

There is much food for thought in these disclosures and if the exchanges cannot bring about the reforms without legislation then the aid of Congress should be invoked as was the case with cotton in the amendment of the cotton futures act in 1919.

This is dedicated sympathetically to:

1. Agriculture, probing for relief.
2. The Congress of the United States striving to aid but seeking light.
3. The grain exchanges who offer the greatest opportunity for relief, when and if unrestricted and controlled, both internally as well as through outside forces, solely by the principles and purposes for which they were created.

Corn Grades at Chicago.

Chicago's receipts of new corn since Dec. 23 have remained about steady with the exception of the days following the double holidays at Christmas and New Year. The finish of the old year showed a growing tendency for less corn to appear in sample grade and for an increase in proportionate receipts of number 5 and 6. In this connection compare the 24th of December when 111 cars of sample grade arrived against 92 cars of number 5 and 6, with Jan. 4, 5 or 6. On the 4th, 47 cars graded sample against 95 grading 5 and 6; on the 5th, the comparison was 10 to 19; on the 6th, 14 to 23.

This may be due in some measure to the cold spell suffered late last month and the first few days of this year. Corn that was in the bins at that time is now beginning to come to market.

Herewith is a table showing the receipts as divided according to market value, since and including Dec. 24. This is a continuation of the table dating from the 12th given in the last number of the JOURNAL. The figures include yellow, white and mixed.

Grading of Daily Corn Arrivals.

Grade.	1-2-3.	4.	5-6.	Sample.
Dec. 24.....	68	36	92	111
Dec. 27.....	97	32	94	95
Dec. 28.....	253	100	264	149
Dec. 29.....	126	29	40	38
Dec. 30.....	30	24	45	52
Dec. 31.....	45	16	60	58
Jan. 3.....	16	7	17	13
Jan. 4.....	209	88	95	47
Jan. 5.....	88	24	19	10
Jan. 6.....	53	28	23	14
Jan. 7.....	52	27	42	11
Jan. 8.....	59	18	67	76
Jan. 9.....	101	44	131	111

Robert Sieur de LaSalle.

A voyager of vision,
With all his battles told,
He sees the newer frontier
As once he saw the old,
Its bravery of triumph,
Its valor of defeat,
Its gleam, and power, and glory,
La Salle looks down his street.

Doggone it, that's a great poem. We won't be satisfied until some one carves it in stone. The Board of Trade looks as though it's elected. —Richard Henry Little in The Line.

New Elevator and Feed Mill of the Blair Elevator Corporation.

The Blair Elevator Corporation's new plant at Atchison, Kans., includes a new elevator and feed mill buildings, 36 ft. x 24 ft. 10 ins. x 133 ft. high. It stands on the site occupied by the wood elevator that burned in July, 1926. In fact the new elevator stands on the concrete foundation that was originally built for the wood house. Some unusual construction conditions were encountered in designing a concrete elevator to accommodate it to the old foundations. It would have been less expensive to have built the elevator had there been no old foundations to contend with. At the same time it was not found to be economical to go to the expense of removing the old foundations and then replacing it with a new one.

The new building is in reality an elevator and a feed mill combined. The part of the building used for elevator purposes consists of eleven bins with a storage capacity of approximately 25,000 bus. The feed mill has twelve bins with a capacity of 10,000 bus. In addition to the concrete elevator and feed mill building, the new construction includes one brick warehouse, 16 x 36 ft., and a second brick warehouse, 32 x 48 ft.

The elevator receives and ships out grain on two tracks and has a handling capacity of 16 cars in or out per day. The total storage capacity of the elevator, including the ten circular concrete storage bins and four interstice bins that were damaged, but not destroyed by the fire, is 350,000 bus. The concrete tanks referred to have been repaired and are already in use for storage. The mixed feed plant has a capacity of four cars per day of dry mixed feeds.

The handling equipment in the elevator consists of one receiving and shipping leg with 60 x 16-ins. head pulley, and 14-in. belt with 12 x 7-in. "V" buckets at 10-in. centers—capacity, 5,500 bus. per hour; one drier leg with 36 x 12-in. head pulley and 12-in. belt with 9 x 6-in. "V" buckets at 10-in. centers; one sheller and house leg with 36 x 16-in. head pulley and 14-in. belt and with 12 x 7-in. Salem buckets at 18-in. centers; one 36-in. receiving belt conveyor; one 30-in. distributing belt conveyor to old tanks and one 30-in. shipping belt conveyor; one 2,200-bus. garner; one 2,000-bus. Fairbanks hopper scale; one 10-in. wrought iron pipe loading out spout and three small feed mill legs with 6-in. belts.

The cleaning and feed mill machinery consists of one Eureka corn and small grain cleaner; one Eureka 2,000-lb. batch mixer; one Eureka cracked corn separator and grader; one Union Iron Works roller bearing corn sheller; one Jay-Bee feed grinder; one double 9 x 36 Allis roller mill; one Webster single drum wire rope car puller; nine proportional feeders with master drive; one Eureka sacking scale, and one automatic sack packer.

The house is also equipped with an employees belt elevator operating from the basement to the machinery floor and a truck and wagon dump.

The elevator is driven with electric power and has 14 Fairbanks-Morse electric motors ranging from 3 to 50 h.p. and a total of 220 h.p. All motors are 440-volt motors. The transmission machinery in the elevator was furnished by the Webster Mfg. Co.

The elevator handles a large commission grain business, receiving both from wagons and trucks and from railroad cars. They operate a large Ellis drier in connection with their elevator and do an extensive sacking business. The sacking facilities are provided in the new construction in connection with the feed mill. Mr. C. H. Blanke is manager of the Blair Elevator Corporation. The new construction was designed and supervised by Horner & Wyatt.

The Blair Elevator Corporation is manufacturing a full line of stock and poultry feeds,

Blair's Certified and Ajax brands. The mill is equipped to turn out ten cars per day. In addition to doing a general grain and feed grinding business, the corporation is licensed under the Federal Warehouse Act to do a general storage business for the public.

An illustration of the rebuilt plant appears on the outside front cover of this number.

Germany: Corn for industrial purposes (now dutiable at 3.20 reichsmarks per 100 kilos) will be dutiable on and after Mar. 1, 1928, at the rate of 5 reichsmarks per 100 kilos.

Cuba has provided that the entrance of plants of broomcorn, parts of plants, as well as the brooms made of such material, will be absolutely prohibited unless they have been disinfected at the point of origin or in New York, as a precaution against the entry of the corn borer. Shipments must be accompanied by a certificate, issued by an authorized horticultural official in the country of origin (in the United States the New York office of the Federal Horticultural Board), stating that they are free from the corn borer. Violations of these regulations are liable to a fine not exceeding \$50, together with confiscation of the product for its immediate destruction without indemnity. These regulations are placed in effect until such times as stoves and other necessary apparatus for the fumigation of plants and vegetable products are installed in Cuban customhouses.

Harry T. Burns Passes Away.

Harry T. Burns, one of the best known members of the Buffalo, N. Y., grain trade, died at his home Wednesday morning, Jan. 4, at 9 o'clock, age 59 years.

Mr. Burns was born in Quebec and went to Buffalo at the age of 15. He became identified with the grain business there and started a grain brokerage office which he continued until 1922 when failing health forced him to retire. Death followed a year of illness. Heart failure was the cause.

He was well known thruout the trade and had served as a director and on various committees of the Buffalo Corn Exchange during his years of active service.

He is survived by his widow, Mary V., two sons, H. Donovan and Philip T., two daughters, Mary Virginia and Ruth S., four brothers, John H., Berand J., and Basil of Buffalo, and Dr. Gerald G. Burns of Rochester, and three sisters. Two of the brothers, Berand J. and Basil L., are members of the Buffalo grain trade. A host of friends mourn his passing.



H. T. Burns, Buffalo, N. Y., Deceased.

Grain Carriers

Johnson B. Campbell of Spokane, Wash., was recently elected chairman of the Interstate Commerce Commission.

Chicago & Alton tariff No. 1620-H, Ill. C. C. No. 868, effective Jan. 31, 1928, increases rate on grain from Springfield to Cairo, Ill.,

Surplus cars on Class I railroads on Dec. 15 totaled 388,156, an increase of 2,408 cars compared with Dec. 8, at which time there were 385,748 cars.

Belle Fourche, So. Dak.—The Wyoming and Missouri River Railroad has abandoned operations. The road ran west from here to Aladdin, Wyo., a distance of about 22 miles.

Canadian vessels made 9,745 trips with grain going down the river to Montreal from Buffalo during the past navigation season, as compared with 829 trips by American vessels.

The carriers have withdrawn the increased rates complained of by the Omaha Grain Exchange on grain from Colorado common points and which were to have been effective Jan. 1 and later.

Minneapolis, Minn.—Numerous prominent railway officials have been invited to attend the fifth anniversary meeting of the Northwestern Shippers Advisory Board, to be held here on Jan. 25.

Chicago, Ill.—Hearings on Docket 17000 are to be resumed here on Jan. 10, and the remaining period devoted mostly to export rates testimony. The pre-holiday hearings on domestic rates adjourned on Dec. 21.

Buffalo, N. Y.—The steamer "General Garretson" was the last to leave here during December, clearing for Huron, O., on Dec. 24, to anchor there for the balance of the winter season. She was one of the latest arrivals on record.

Boston, Mass.—The largest single cargo of grain to leave Boston within the past two years, the second full cargo of grain exported from this port during December, left on the "Haugerland," destined for Bremen, with 420,000 bus. of barley aboard.

Toledo, O.—The Great Lakes Shippers Regional Advisory Board will hold its first meeting of the new year at the Hotel Commodore Perry, on Jan. 11. George D. Ogden, traffic manager of the Pennsylvania Railroad, will deliver the principal address.

Freight cars placed in service the first eleven months of 1927 by the Class I railroads totaled 72,228. This was a decrease of 27,137 compared with the number placed in service in the corresponding period of 1926. These figures include new and leased equipment.

Baldwinsville, N. Y.—The half dozen or so wheat laden fleets frozen fast in the New York State Barge Canal, reported in this column of the last number of the Journal, will have to remain in their respective precarious locations until the Spring thaw, according to late dispatches.

New York City, N. Y.—J. S. McCulloh, president of the New York Telephone Co., was the principal speaker before the fourth annual Atlantic States Shippers Advisory Board meeting held in the Hotel Commodore on Jan. 5. His subject was "Communication and Transportation."

Washington, D. C.—A measure proposing the appropriation of \$40,000,000 to the Inland Waterways Corporation for the construction and operation of a line of elevators and warehouses on the Mississippi River was introduced Dec. 21 in a bill by Representative Letts of Iowa.—P. J. P.

St. Louis, Mo.—The steamer Missouri, with three barges carrying 104,000 bus. of grain for export thru New Orleans, left here on Dec. 20, on the last trip this season of the federal barge line above Cairo. St. Louis again will become the northern terminus about the end of February, when the ice goes out.—P. J. P.

Locomotives placed in service in the first eleven months of 1927 totaled 1,820, of which 149 were installed in November. In the first eleven months of 1926, the railroads placed in service 2,193 locomotives. Locomotives on order on Dec. 1, 1927, numbered 69, compared with 344 on Dec. 1, 1926. These figures include new and leased equipment.

The Minneapolis Traffic Ass'n filed formal protest with the Interstate Commerce Commission against the proposed increases in rates on grain and grain products from points of origin in Utah, Idaho, Colorado and New Mexico to destinations in Wisconsin, via Minneapolis, with transit, but no increases were scheduled via Chicago.

With freight rates back about to the level at which they stood during government operation of the roads, with wages rising again to substantially the same levels as in 1920, with taxes half again as much as they were then, it may well be asked how the railroads are escaping the tidy little deficit of forty million dollars a month which the government enjoyed during its operation.—Robert S. Henry in the *Nation's Business*.

Baltimore, Md.—The Baltimore Chamber of Commerce has authorized that it be recommended to the Mayor of the city that a joint com'tee representing leading local trade bodies to devise ways and means of averting discontinuation of the steamers of the Baltimore, Chesapeake & Atlantic Railway Co., which serves the Maryland and Virginia ports and connections. The Pennsylvania Railroad is the controlling factor.

A restriction in connection with grain transited at points on the "Katy" when destined to points in Arizona, California, Nevada, New Mexico and Utah, was proposed in recent tariffs, becoming effective Dec. 22, but was suspended until July 22 by the Interstate Commerce Commission. The restriction read: "Transit will not be permitted shipments on or moving in connection with the Rock Island. (Combination rates will apply)."

In I. & S. 2813, grain and grain products rates from Colorado, Kansas and Nebraska to the Gulf for export, decision of Interstate Commerce Commission has been appealed by the Santa Fe, Missouri Pacific and Rock Island to the Federal Court, requesting them to enjoin, annul and set aside the Commission's order. The "varying proportion tariffs" now issued by the Kansas City Southern, Chicago & Alton, Katy and Frisco, seem the bone of contention.

The Missouri Pacific is now placing the mixed carload rule in all of its individual grain and grain products tariffs, allowing each commodity to carry its own rate when in a mixed car, according to announcement by Sec'y Topping of the Southwestern Millers' League. This carrier is the first to put this rule into effect all over their system. E. B. Boyd also advises that a similar rule is to be placed in effect thruout the entire Western Trunk Line territory.

Sault Ste Marie, Mich.—The grain tonnage thru the locks of the St. Mary's Falls canal during the 1927 navigation season was the heaviest in their history, and totaled 83,354,046 tons, divided as follows: wheat, 330,898,158 bus. and 119,519,549 bus. of other grain. This wheat tonnage shows an increase of 22 per cent over last year and other grains 19 per cent. Flour tonnage showed a decrease of 4 per cent, from 9,797,310 barrels in 1926 to 9,383,440 this year.—P. J. P.

Employees on the Class 1 railroads of the country, as of the middle of September, 1927, numbered 1,787,769, a decrease of 67,424, or 3.63 per cent, compared with September, 1926. The total compensation paid to these employees in September, 1927, was \$245,406,018, a decrease of \$5,369,862, or 2.11 per cent, as compared with September, 1926.

Fort William, Ont.—Seven new grain carriers are to be added to the fleet of Paterson Steamships, Ltd., it is officially announced by N. M. Paterson, of the grain house of that name. The new vessels will bring the number up to 26, one of the largest fleets in service on the Great Lakes. The new freighters will all be 275 feet in length with a 43 foot beam and 20 feet in depth. Due to innovations in construction it is stated that the new ships will be capable of carrying larger cargoes of grain on a draft of 14 feet than any other vessels now in the Welland Canal trade.

In the Railroad calendar just issued the days of the year are shaded to show that out of gross revenue of an entire year of Class 1 railroads it took the receipts of 151 days for wages, 24 days for locomotive fuel, 69 days for materials and supplies, 24 days for all other operating expenses, 22 days for taxes, 40 days for interests and rents (fixed charges), and 23 days for dividends, leaving only 13 days for improvements out of earnings, or to make up losses of former years, or to help create reserves against bad years in the future. In 1927 wages took the receipts of 153 days, while in 1926 of 157 days.

Cars loaded with grain and grain products during the week ending Dec. 24 totaled 44,857, an increase of 6,503 cars above the same week in 1926, but 9,186 cars under the same period in 1925. In the Western districts alone loadings totaled 33,001 cars, an increase of 10,460 cars above the same week in 1926. During the week ending Dec. 17, 44,752 cars were loaded with grain and grain products, a decrease of 964 cars below the same period in 1926 and 9,291 cars below the same period in 1925. During the week ending Dec. 10, 44,109 cars were loaded, a decrease of 1,564 cars below the same week in 1926 and 14,526 cars below the same period in 1925.

Total investment on the books of the Class 1 railways at the beginning of 1927 was 650 million dollars greater than the preceding year. The railways earned in 1926 the largest net operating income of any year in history. At the same time, they reported the largest property investment and the largest amount of freight service to the American people. Their rate of return on investment for the year 1926 as a whole was 5.13 per cent. This year their property investment has continued to increase, while their contribution to the welfare of the country in terms of service and of reduced rates has also been increasing. . . . In addition, the railways this year, as in each year of the past seven, have been improving their plant, their equipment, and their other facilities by the input of large sums of new capital.

New York, N. Y.—The flour storage case brought up by M. M. van den Berg, of the Cumberland Seed Co., Cumberland, Md., against Charles J. Austin of the New York Produce Exchange, published on Page 446 of the October 10 number of the *Journal*, which is a case dealing with shipments held at terminals by the railroads for two or three weeks without physical unloading, thus eliminating storage charges which commence after the cars are actually unloaded, thus delaying the payment of arrival drafts, was taken under discussion by the Trunk Line Traffic Ass'n of New York City. The contention is that storage charges should commence from the date of arrival. The case also involves the right of the consignee to order movement of car or contents before the B/L has been taken up by consignee.

Buffalo, N. Y.—Movement thru the State Barge Canal was larger this past season than during any previous navigation period, despite severe storms, breaks in the canal, etc. The tonnage east-bound totaled 1,265,811 and 1,316,081 west-bound. The worst break in the history of the canal was experienced this year at Eagle Harbor.

Chicago, Ill.—Election of officers and members of the executive com'te to serve for the coming year is one of the important items of business to be transacted at the fourth annual meeting of the Midwest Shippers' Advisory Board, which will be held here on Jan. 12. The Nominating Com'te has selected the following candidates from the grain and allied trades: John L. Bowlus, Mgr., Transportation Department, Milwaukee (Wisc.) Chamber of Commerce, for the office of Alternate General Chairman; and the following as members of the Executive Com'te: J. W. Bingham, Traffic Manager, Corn Products Refining Co., Chicago; R. M. Field, Sec'y, Peoria Ass'n of Commerce, Peoria, Ill.; C. A. Lahey, Vice-President, Quaker Oats Co., Chicago; and Lawrence Farlow, Sec'y, Farmers Grain Dealers Ass'n of Illinois, Bloomington, Ill.

Lockport, Ill.—The first of the series of five locks and four dams comprising the Illinois waterway and covering a distance of sixty-three miles between here and Starved Rock, has been completed. The locks are uniformly 110 feet wide and 600 feet long, but vary in height as to lift. The one here has a lift of 41 feet, the highest lift for the lock of this size in the world. The great steel gates in the lock, weighing 315 tons each, are opened and closed by electricity. The lock can be filled and emptied in from 8 to 10 minutes and at one time will accommodate a fleet of barges carrying 9,000 tons of freight equal to several railroad trains. Illinois business men and state officials recently inspected the new lock, which has the same width as the locks on the Panama Canal and is almost as long. This lock connects the Chicago drainage canal and the Des Plaines river at Brandon Road, just two miles below Joliet.

The decision of a Federal court in the test case brought by a railroad in order to establish a definite precedent for valuing all the roads in the country seems to leave the main question up in the air. . . . It was expected that the case would turn on whether the court would accept the basis for valuing the road which the Interstate Commerce Commission contended for, or that contended for by the road itself. The court, however, did not rule on that point. It held simply that no matter which basis was accepted, the St. Louis and O'Fallon company owed the sum for which it was sued. It is to be hoped that the Supreme Court will not sidestep the issue as the lower court did, because it is obviously desirable that it should be settled as soon as possible. If previous decisions of the court are the indication we believe them to be, the roads are likely to come out on top, notwithstanding the action of the lower court in the O'Fallon case.—From the Providence (R. I.) News.

Why Texas Claim Agents Consider Small Claims.

Years ago it was the common practice of Texas railroads to reject all small claims brought by shippers because the claim agents knew it would cost more in attorney's fees to collect such claims than they amounted to. The railroads were so persistent in taking advantage of the grain shippers that Secretary Dorsey of the Texas Grain Dealers Ass'n long since secured the enactment of a law providing that in suit for claims against a railroad which was won by a plaintiff the railroad is required to pay the plaintiff's fees up to \$20.00 in the matter of each claim. This law has proved of great benefit to the grain shippers of Texas because the claim agents now are more disposed to handle each case on its merits.

Mississippi Barge Lines.

Conventions of farmer grain dealers ass'ns and district gatherings during the past few months have favored the development thru government agency of the barge lines on the Mississippi and tributary rivers. The plea is economical transportation of farm products and commodities that need not move with great speed. Water rates are much lower than rail rates and when speed is not an important factor their use works to the profit of the producer and shipper.

The federal government started its experiment with inland waterways transportation several years ago, beginning in a small way on the Warrior and Lower Mississippi rivers, equipped only with mis-matched and antiquated equipment. For some time it proved unprofitable. But it demonstrated a need. Funds were finally supplied for acquiring modern equipment for the continuation of the experiment. Demand continued to grow and the Lower Mississippi and Warrior lines showed a substantial saving to shippers.

The project is still incomplete, however, since the organization has insufficient equipment to handle all the traffic which is offered. The sole advantage of water over rail transportation is a lower rate. That advantage means \$1,250,000 a year direct saving to Mississippi Valley commerce, and, with additional equipment, can be made to mean three times as much, for shippers offer three times as much freight as the barge lines can carry. It means that Midwestern industry and agriculture can enter many markets from which they were barred by high freight rates, and last year it was estimated to have returned \$7,000,000 to farmers on wheat exports alone.

Evidences that the demonstration is incomplete are not lacking. The users' committee which on October 7 demanded that capitalization of the Inland Waterways Corporation be increased to \$50,000,000, pointed out that the lines were equipped to handle only a lamentable fraction of the freight offered, and that it was actually of less benefit to some shippers to handle part of their freight than to handle none of it.

A case in point is the grain which is the largest single item shipped by the barge line on the Lower Mississippi. Exporters buy on the basis of the 3.9 cents a bushel which low river rates save, as compared to rail rates. When the line offered a rate giving an additional saving of 1.5 cents a bushel they were compelled voluntarily to refuse it. They explained that they could not afford to buy on the basis of so great a differential, and then pay the higher rail rates on a large proportion of their exports, a proportion which had to be shipped to seaboard by rail because the barge line lacked the equipment to handle it.

A recent attempt to find out just how far the barge lines' equipment falls short of their task elicited from department heads a total estimate of \$22,500,000. It was found not only that barge space was too small for the tonnage offered and power inadequate to tow it, but that terminals needed extensive improvement. Lack of economical freight-handling equipment is said to be responsible for the fact that 60 cents of every dollar taken in by the lines now must go to terminal expenses.

Along two other lines the government so far has not completed its task. One is the completion of adequate channels, and the other is in the completion of a comprehensive network of rail-and-water rates to extend the benefits of inexpensive river transportation to the whole country.

The Upper Mississippi service from St. Louis to the Twin Cities has just been inaugurated. One of the first shipments from the latter point was a consignment of wheat from the elevator of Hallet & Carey Co. moving south for export. The newest project has several lean years ahead of it before it gets well under way with terminals and rail and

water joint rates. But Northwestern commerce has had a taste and is clamoring for more. The farmers particularly are anxious to obtain the saving effected on lower rates for export grain.

Foremost students of the government demonstration of barge traffic on the Mississippi and Warrior rivers have pointed out that it has reached a parting of the ways. For years its struggle was to obtain freight to fill the barges. It established that river rates, as compared to rail rates, saved \$1.30 and, for the last year, \$1.65, on every ton of freight. That fact alone so swamped it with tonnage that unless it obtains enlargements in terminal and floating equipment it stands to lose much of the ground it has gained.

Its congressional appropriation is exhausted. It faces a dilemma that, soon or late, confronts almost every fast-growing business enterprise in this progressive country. Its business has outstripped its facilities. It has two alternatives: to recapitalize, equip itself to meet its task, and advance by leaps and bounds, or to let its opportunity pass and eventually to die for lack of new financial blood.

Effect of Lower Rates on Export Grain to U. S. Ports.

Senator Capper is raising in the United States a definite issue upon export grain rates in that country. It is certainly true that the farmers in Western Canada are in the enjoyment of freight rates very much lower than those in force in corresponding districts in the United States, and a demand for equalization is very natural under the conditions. Two or three interesting points are raised by the present demand. Senator Capper, who is taking the leading part, is one of the chief proponents of the Capper-Tincher proposition for the purchase and sale by a government board of the surplus grain of the United States.

If the government undertakes to get rid of that surplus by export, no matter what price is realized, and in addition gets lower costs than at present to the seaboard, the effect of that competition on other exporting countries will be all the greater. Again, if the United States undertakes to put their export rates on the same basis as Canadian rates, then it will become easier than it is now for Canadian grain to get to United States ocean ports, and the steps recently taken to give some advantage in rates to Canadian ports will be largely if not completely neutralized.—*Grain Trade News*, Winnipeg.

I. C. C. Activities.

The Commission has found not justified the proposed increased rates on coarse grains from points in Texas to the Southeast, in I. & S. 2933. The proportional to Memphis would have been increased to 42 cents, the level of the local rate to Memphis.

The Commission has suspended for 7 months from Dec. 26 a limitation that provided no transit would attach to the reduced rates on grain and products from Oklahoma to destinations in Louisiana and Mississippi River crossings. The Commission suspended the limitation on transit but allowed the reduced rates to stand, as provided in No. 15026, the Oklahoma Millers League vs. A. & M. et al.

Port Arthur Chamber of Commerce vs. A. & R., et al.: In a proposed report on Docket 16,000, Examiner Fuller recommends that the I. C. C. find unreasonable and unduly prejudicial certain rates for movement in interstate and foreign commerce of grain and grain products, etc., from Santa Fe and connections from Nebraska, Kansas and Oklahoma, to Port Arthur, Tex., and of other commodities from and to Port Arthur, in that said rates exceed corresponding rates to Galveston and Houston, Tex. It is understood that the elevation charge at Port Arthur will not be absorbed out of the rates on grain established as the result of this case.

Mill, Line-House, and Independent Country Elevators.

By R. M. GREEN, DEPARTMENT OF AGRICULTURAL ECONOMICS, KANSAS STATE AGRICULTURAL COLLEGE.

Three country elevators in a nearby state sold at sheriff's sale for less than one-tenth of their replacement value a few weeks ago. Nine-tenths of the capital invested in these local marketing enterprises were lost to the owners. If risk of loss runs 25 per cent even, either capital is going to hesitate to engage in furnishing adequate grain handling facilities at local points or else buying margins to cover risk of capital loss are going to be unusually high some of these days. A more sensible way out, it seems, is buying margins high enough to reduce the chances of capital losses, but low enough to discourage inefficient in-and-outers who are seeking only unusual interest or dividend returns.

Everybody these days is interested in marketing reforms. The outcome affects all interests, producer, middleman and consumer. An old saying insists that reform can most safely begin at home. This talk, therefore, is the first of two dealing with some of the grain marketing problems right at our door. This time the discussion will touch upon mill elevator, line elevator and independent elevator operation largely as we have found it in Kansas. There are between 1,800 and 2,000 country elevators in Kansas. Two-thirds of this number fall in one or the other of these three classes.

High Percentage of Loss in Local Elevators: A detailed study of a number of local elevators in Kansas for two years showed only 21 per cent of the mill line elevators making any profit one year, and only 23 per cent making any profit the second year. This means that about 75 per cent of the country houses of mills were failing to show any profit. One year 54 per cent of the commercial line houses showed some profit. The next year 50 per cent showed a profit. About half of these elevators were failing to pay interest on the investment. Only 50 to 60 per cent of the independent elevators showed a profit. While at first sight these figures look startling and might be questioned because of the number of elevators studied, they seem to be substantiated from widely different quarters.

A study of 56 farmers' elevators in five northwestern states in 1925 showed 20 deficits for the year out of the 56 elevators. This gives 36 per cent of the elevators showing losses and only 64 per cent showing any profit. A similar study of 65 cooperative elevators in Illinois showed 31 or 48 per cent suffering losses or only 52 per cent making profits. For the year ending July 1, 1926, there were 77 Kansas elevators that either failed outright or had to effect a reorganization. This represents a failure of about four per cent of the total number of elevators in the state. Business failures in the United States for 1925 and 1926 represented only about one per cent of the total number of firms in business.

Economic Advantages of the Mill Elevator: Mill elevator operating costs are increased by the small volume of grain handled per elevator. One year the volume of grain handled by a group of Kansas mill elevators ran about 29 per cent under the average for all elevators and the next year 33 per cent lower than the average for all elevators. Operating costs per bushel the first year were 10 per cent above average and the next year 20 per cent above average. Apparently this would leave no reason for the continued existence of this type of elevator. It has, however, certain distinct advantages that in the case of some mills make for its continuance. Country houses enable the mill to buy quality wheat in certain territories and be sure of getting country-run or "virgin" wheat. Like direct buying on the part of meat packers, it aids in insuring ade-

quate supplies. This frequently enhances prices to the producer. With protein content now furnished on all samples of wheat at central markets, there is less urgent need for direct country buying on the part of mills for the sake of getting quality. Country-house buying, however, still has the advantage of allowing the mill to make sure of certain milling-in-transit rates. Because quality in flour is so important, mills can frequently afford to shift some grain loss on to flour. Grain losses are part of the price paid for quality wheat, milling-in-transit rates and the like. These economic advantages have caused this type to persist in spite of competition.

Economic Advantages of the Commercial Line Elevator: Next to the mill elevators the commercial line elevators handle the smallest volume of grain per elevator. One year their cost per bushel was 25 per cent above the average for all elevators and the next year 23 per cent higher than for all elevators. Small volume tended to increase salary and labor and general office and administrative expenses when figured on the per-bushel basis.

The main economic advantages of this type of elevator lie first in the distribution of risk they can effect by scattering their elevators. Something of the extent of this risk in Kansas over a period of years can be pictured by noting the fluctuation in size of the Kansas wheat crop per elevator in the state. In 1919 the average crop per elevator was 81 thousand bushels; in 1920, 78 thousand; in 1921, 71 thousand; in 1922, 65 thousand; in 1923, 42 thousand; in 1924, 85 thousand; in 1925, 41 thousand; and in 1926, 86 thousand bushels. Line elevators also have the advantage of being able to supervise hedging operations more closely if hedging is practiced. Selling operations and buying policies are in the hands of the central office which is in close touch with terminal market operations. These economic advantages have enabled this type of elevator to maintain itself in the face of other competition.

Economic Advantages of the Independently Owned Elevator: Independently owned and operated elevators in Kansas next to the cooperatives, average the largest volume of grain handled. Average cost of operation per bushel for these elevators was about 20 per cent below average of all elevators one year and 15 per cent lower than the average the second year. One of the outstanding advantages of this type of elevator from an economic standpoint is its ability to withstand difficult years because the item of salary is in most cases not actually out-of-pocket expense. The man pays himself a small or large salary according to whether he earns it or not. The salary item in this type of elevator, therefore, is flexible and goes up or down with the conditions of the business. It is not a fixed out-of-pocket charge as is the case with many other types of elevators. When it is considered that salaries and wages make up about 50 to 60 per cent of total operating costs, it will be seen that independent elevators have no small advantage in this respect.

All three of these types of elevators—mill, line-house, and independent, have certain economic advantages along with certain disadvantages under which they operate. This largely accounts for there being no one class of elevator any more than there is one breed of cattle or other livestock.

The resignation of Sec'y of Agriculture Jardine and Lloyd S. Tenny of the Bureau of Economics was demanded in the Senate Dec. 13 by Senator Heflin of Alabama because of the break in cotton prices recently following issuance of a department price estimate. Of all the fool ventures into business by the Government bureaucrats, estimating future prices is fraught with the most danger.

A 20,000-Bu. Studded Elevator at Hunter, Okla.

Lessened fire hazard and consequent lowering of insurance premiums has been earned by the Thompson-Wilson Grain Co. at Hunter, Okla. The company installed ball bearings thruout its elevator, except on the boot shaft, last spring and found it a profitable improvement. E. E. Wilson, the manager, is a successful country shipper. High among the reasons for his success can be listed a penchant for cutting corners, for making profitable savings, which is almost as important a factor as is making a long profit.

Mr. Wilson's elevator (illustrated herewith) is a studded frame structure covered with iron and properly grounded for protection against possible lightning bolts. The size is 26 x 30 ft. and 38 ft. high to the square. Its capacity of 20,000 bus. is divided into 9 bins.

The 10 x 36 ft. drive-way adjacent one side is fitted with a Kewanee all-steel truck lift for dumping wagons and a second air lift for dumping trucks. The receiving pit is of wood but is clad with iron on the inside, which gives it a smooth, self-cleaning surface.

An inclosed ventilated motor in an attached house supplies the power. A belt runs from this motor under the driveway to a line shaft. A second belt from the line shaft to the head pulley drives the leg. It is on the line shaft and the head pulley that the new SKF ball bearings have been installed.

The leg belt is 12 ins. wide, fitted with 10 x 5½-inch Superior D. P. buckets spaced 10 ins. from center to center. It has an elevating capacity of 1,500 bus. per hour.

Outbound grain is weighed thru a 4-bu. Richardson Automatic Scale. Inbound grain is weighed over a 10-ton truck scale located at the office building a short distance from the elevator.

All wiring to the motor and for the electric lights is laid in iron conduit as a precaution against fire.

This elevator handles an average of 130,000 bus. of wheat, 3,000 bus. of oats and 4,000 bus. of corn annually. It is located in a good grain country in the north central part of the state a few miles from Enid. C. L. Thompson and E. E. Wilson, both well-known grain men and members of the Oklahoma Grain Dealers Ass'n, are the owners.

Yes, Iowa is hard up. Twenty new Ford cars were sold in the little town of Anthon in two days. Guess it's only the agitators making all that noise over there in Washington.

It is estimated that there are now 1,250,000 radios on farms throughout the United States. There remains 6,450,000 prospective buyers for the progressive grain dealers handling this lucrative side-line.



Thompson-Wilson Grain Co.'s Elevator at Hunter, Okla.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

ARKANSAS

Mena, Ark.—I have acquired the business of the Mena Grain Co. and changed the name to the Kelly Mercantile Co. Will buy feed, grain and mixed feed in car lots.—J. S. Kelly.

CALIFORNIA

Los Angeles, Cal.—The Great Western Mfg. Corporation has gone into the hands of a receiver. A preliminary and informal meeting of the creditors was held Dec. 12.

San Francisco, Cal.—The Grain Exchange gave its 19th annual party Dec. 22 to 800 small guests from orphanages and homes of the needy. Chauncey H. Montgomery impersonated Santa Claus and passed out presents from a 60-ft. electrically lighted tree. Others on the com'te were Edwin Turkington, Beverly Fisher, Edward Hanson, Albert Pinter, Wm. Volmer, Milton Gray, Thos. Convery, A. M. Brown and Gene Warren.

CANADA

Port Arthur, Ont.—The new 5,500,000 bu. elvtr. of the United Grain Growers has been accepted by the company. The work was done by the Carter-Halls-Aldinger Co.

St. John, N. B.—Regarding the proposed construction of a grain elvtr. at this port, our plans are not yet completed, and an announcement will not be made before the first of April.—A. Gray, general mgr., St. John Harbour Commissioners.

Vancouver, B. C.—The estimated cost of the Alberta Wheat Pool's new terminal elvtr. is \$2,000,000. This is for the superstructure as the contractors, the Northern Construction Co., are already building the sub-structure at a cost of \$300,000. Tenders for the superstructure will be awarded after Jan. 17.

New Westminster, B. C.—The New Westminster Harbor Board will build a 1,000,000-bu. elvtr. of concrete. It will be operated by the Fraser River Elvtr. Co., Ltd. It was designed by C. D. Howe & Co. and bids were to be called for about Jan. 1. Money will be obtained by floating a bond issue.

Winnipeg, Man.—The Grain Exchange celebrated the New Year's with a concert and addresses on the trading floor. The concert was given by the band of the Princess Patricia's Light Infantry, and the addresses by Pres. E. W. Kneeland and Sec'y Dr. Robert Magill. The entire program was broadcast over CJGX, the new radio station owned and operated by the Exchange which was opened this fall.

Winnipeg, Man.—A grain company merger, which includes the Smith-Murphy Co., Ltd., the Reliance Terminal Elvtr. Co., Ltd., and the Province Elvtr. Co., Ltd., has just been completed under the name of the Reliance Elvtr. Co., Ltd. Sidney T. Smith will be pres. and W. A. Murphy, C. G. Murphy, A. J. Nesbitt and P. A. Thompson, directors. The new company acquired all the assets of the Smith-Murphy and Reliance Terminal Cos. and all the outstanding shares of the Province Elvtr. Co. The Reliance company owns a terminal elvtr. at Port Arthur which has a capacity of 4,000,000 bus. The Province company has a line of 128 country elvtrs., and operates and controls 50 line elvtrs. The new company will have a storage capacity of more than 9,000,000 bus.

COLORADO

DENVER LETTER.

Eugene Kelly, son of Ralph W. Kelly, treas. of the Colorado Mlg. & Elvtr. Co., died suddenly at the home of his father, Dec. 26. He was a student at Notre Dame University and was spending his holidays with his parents. He was 24 years old.

J. L. Barr, vice-pres. of the Denio-Barr Mlg. & Grain Co., has recovered from a severe illness.

The Colorado Grain Dealers Ass'n will hold its annual meeting at the Manhattan Hotel Monday, Jan. 16, commencing at 10 a. m. A banquet will be served at 6:30 that evening.—H. M. Welsh, sec'y.

C. E. Williams has been appointed general mgr. of the Colorado Mlg. & Elvtr. Co. to succeed E. M. Ryan, resigned, who had been with the company since 1895. Mr. Ryan plans to go to California.

IDAHO

Culdesac, Ida.—Mail addressed to the Independent Grain Co. has been returned marked "Unclaimed."

Eden, Ida.—The Great Basin Grain Co. is the successor to the Farmers Mlg. Co. and the Globe Grain & Mlg. Co.—J. H. Henry, Great Basin Grain Co.

Pocatello, Ida.—Our new elvtr. is completed with the exception of installing machinery. This latter job should be finished in about a month. Wheat will be put in the elvtr. prior to that time, however. Our plant is the only flour mill and bulk storage for grain here.—Pocatello Mill & Elvtr. Co.

ILLINOIS

Cerro Gordo, Ill.—The Farmers Co-op. Co. has installed a feed grinder.

Bement, Ill.—The Bement Grain Co. is installing a hammer mill for grinding.

Palmer, Ill.—Howard McWard has replaced Wm. Grauer as mgr. of the Farmers Elvtr. Co.

Buckley, Ill.—The middle elvtr. of the Farmers Grain Co. is being covered with galvanized siding.

Kempton, Ill.—The Farmers Grain Co. has had its wagon scale rebuilt by the Superior Scale Co.

Soilitt, Ill.—J. L. Hoffman is now mgr. of the Elvtr. of Paul Kuhn & Co., succeeding W. H. Lengreder.

Hooppole, Ill.—The Hooppole Lumber & Grain Co. has succeeded to the business of Mathis Bros & Co.

Little York, Ill.—Wayne Bros. sustained a small loss by fire recently, the damage being confined to the office.

Manteno, Ill.—H. F. Addems is mgr. of the elvtr. which the Farmers Union recently bot of the Farmers Elvtr. Co.

Fidelity (Medora p. o.), Ill.—Fidelity is no longer a p. o. and we receive our mail R. F. D. thru Medora, Ill.—Fidelity Co-op. Grain Co.

Wenona, Ill.—Taggart & Colehower have installed hydraulic dumps in both of their houses and replaced the gasoline engines with electric motors.

Walnut, Ill.—Edgar L. Brokaw, grain dealer, has had an involuntary petition in bankruptcy filed against him, listing debts of \$71,332.53 and assets of \$23,004.54.

Earlville, Ill.—We will not rebuild the elvtr. that burned last September.—Strong & Strong. (This company had two local elvtrs. before the fire and continues to operate one.)

Wilsman (Leonore, p. o.), Ill.—The Farmers National Union has bot the local elvtr. of Conrad Linder and also the one at Milla (Leonore p. o.). Harry Linder, who has been employed by his father for a number of years, has been engaged as mgr.

Scarboro, Ill.—The elvtr. of Shearer & Helgen, bankrupts, was bot by a farmer named H. J. Smith, but was turned over to the Scarboro Elvtr. Co., on Jan. 1. This company now owns both elvtrs. here. The house sold for \$7,385. It is a frame building erected about 20 years ago.—X.

Peoria, Ill.—The East Peoria Elvtr. Co. has been authorized to increase its capital stock from \$65,000 to \$115,000. The company is said to be contemplating an expansion of its plant.

Kewanee, Ill.—We have installed a 10-ton Fairbanks Morse Truck Scale, and are installing a 30-in. attrition mill with two 40-h. p. Motors.—F. R. Martin, mgr., Farmers Co-op. Elvtr. Co.

Grand Ridge, Ill.—H. L. Grubbs has resigned as mgr. of the Farmers Elvtr. Co. He is being replaced with Mr. L. L. Seago, of Harmon, Ill., who formerly managed the Frank A. Grimes' elvtr. there.

Springfield, Ill.—Brinkerhoff & Co. bot the plant of the Peerless Mill & Elvtr. Co. at bankruptcy sale and sold it to O. F. Barnett. We are told Mr. Barnett expects to operate the plant.—J. H. Lloyd.

Viola, Ill.—The Farmers Grain & Supply Co. has started the erection of a large lumber shed. It will join the company's other shed and is being built of material from the shed the company bot at Alpha.

Franklin Grove, Ill.—The elvtr. of Dysart & Son was closed recently, the firm having made an assignment to its creditors. Geo. W. Burch of Dixon has been selected as trustee and will operate the elvtr. for the benefit of the creditors.

Peoria, Ill.—The annual election of the Board of Trade was held Jan. 9 and resulted in the following: L. L. Gruss, pres.; E. W. Sands, first vice-pres.; R. S. Turner, second vice-pres.; John R. Lofgren, sec'y; W. C. White, treas.; F. L. Wood, G. M. Miles, J. M. Van Nuys, L. H. Murray, G. A. Peterson, H. H. Dewey, N. R. Moore, J. L. White, E. R. Murphy, W. T. Cornelison, directors; H. F. Cazeay, A. M. Courtwright, R. L. Coomber, com'te on arbitration.

Plainfield, Ill.—The Plainfield Grain Co. has just completed a new high line for the handling of coal, which has a capacity of about 750 tons. This is one of the most modern coal handling devices at any country station, and the plant is now one of the best equipped country stations in the middle west. It has a modern office, reinforced concrete elvtr. and up-to-date lumber yard and feed sheds. The company has been in business 15 years. In addition to the local plant others are located at Caton Farm, Frontenac, Wolf's Crossing and Normantown.

CHICAGO NOTES.

Board of Trade dues for 1928 have been fixed by the directors at \$200, the same as last year.

Burt W. Marx has been admitted as a general partner to the firm of Clement, Curtis & Co.

Allan S. Noyes has been admitted to general partnership in the firm of David A. Noyes & Co.

The rate of interest for advances on Bs/L during January has been fixed at 5½% per annum.

Eben Matthews was presented with 82 roses by fellow members of the Board of Trade on the recent anniversary of his 82d birthday.

The Nye & Jenks Grain Co. has ordered its address changed to the Grain Exchange Bldg., Omaha, due to closing the local office in the Postal Telegraph Bldg.

The B. A. Eckhart Mlg. Co. has completed additional elvtr. storage with a capacity of 1,000,000 bus. The addition consists of 12 concrete tanks and 5 interstice bins.

New members of the Board of Trade are Jos. S. Keller, Geo. A. Hill, Oscar G. Mayer, Jas. A. Brett, Jr., Jos. V. McGovern, Wm. J. Kentnick, Jr., Wm. H. Jacob, Robt. R. Reid and Jos. Hollis Griffin.

It is expected that the Board of Trade directors at their meeting Jan. 10 will have the petition to change the penalty on No. 3 white oats from 1½c, as at present, to 3c a bu. discount on contracts for future delivery. The main desire is to put cereal oats nearer a proper discount.

Another Board of Trade night under the auspices of Board of Trade Post No. 304, The American Legion, will be held at the Illinois Theatre, Wednesday evening, January 25. The com'te has selected "Earl Carroll Vanities" with the original New York cast. Tickets may be secured at Room 27, Board of Trade Building. Special attention will be given to out of town orders. The proceeds derived will be used for service work among the disabled soldiers still in government hospitals.

Frank M. Bunch, aged 56 years, former pres. of the Board of Trade, died Jan. 7 at Baltimore, Md. Mr. Bunch left Chicago in 1913. He was an official of the Board for 6 years.

Hugh M. S. Montgomery, a member and former vice-pres. of the Board of Trade, died Jan. 1 at his home. He was 67 years of age and is survived by his widow, Mrs. Julia Montgomery, and a daughter, Mrs. Brewster Loud of Detroit.

Board of Trade Clearings for 1927 were 33,907,680,000 bus., compared with 34,623,705,000 bus. in 1926. In 1927 99,407 grain cars were inspected, while in 1926 108,938 cars were inspected. In 1927 247,569,000 bus. of flour and grain were received and 135,384,000 bus. shipped. In 1926 247,805,000 bus. of grain and flour were received and 151,805,000 bus. shipped.

Board of Trade members voted Dec. 28 to abolish the initiation fee on memberships by a vote of 604 to 79. A rule giving the directors control over partnerships and corporations was adopted, 606 to 72. The rule pertaining to a division of foreign rates of commission was carried, 489 to 76. The movement to extend the hours of voting at the annual election to 2:30 o'clock received 632 votes with only 50 against. Elimination of the nominating com'tee and providing all nominations for elective officers be named by petition was defeated 410 to 282. A proposition to advance the rate of commission on 1,000 bu. lots of grain from $\frac{1}{4}$ to $\frac{1}{2}$ ¢ a bu. was lost by 14 votes. The discretion of the directors in retiring memberships at \$7,000 was ended by a vote of 607 to 82.

Samuel P. Arnot was elected pres. of the Board of Trade Jan. 9, receiving 742 votes. John C. Wood received 730 votes for vice-pres. There was no opposition. Directors elected were Thos. Y. Wickham, Francis B. Fox, Ervin L. Roy, John H. Jones, and Kenneth S. Templeton. Geo. A. Kuehl was elected to fill the vacancy caused by the resignation of Mr. Wood. The nominating com'tee for 1928 is composed of J. A. Bunnell, J. C. Murray, B. R. Brown, J. R. Leonard and G. T. Carhart. The com'tee of appeals is Wm. C. Jacob, Walter Metcalfe, C. H. Canby, Chas. A. Rohde and W. F. McWhinney, also Herbert McNamee to fill an unexpired term. The arbitration com'tee is M. Necas, J. H. Whalen, Richard Gambrell, D. H. Annan, J. J. Coffman, and P. A. Copenhaver, the latter to fill an unexpired term.

INDIANA

Chalmers, Ind.—The Chalmers Grain Co. has installed a J-B Feed Mill.

Napaneer, Ind.—The Napaneer Elvtr. Co. has installed a J-B Feed Mill.

Uniondale, Ind.—The Uniondale Grain Co. has installed a hammer mill and a motor.

Larwill, Ind.—Perry Sweeney now conducts a feed mill, operating a motor driven hammer mill.

Wolcottville, Ind.—J. L. Thompson has opened a feed mill. He installed a motor driven hammer mill.

Evansville, Ind.—Iglehart Bros. had a small fire in the mill building of the Phoenix Flour Mills on Jan. 3.

Geneva, Ind.—The Geneva Elvtr. Co. has installed ball bearings on the line shaft and head shaft of its elvtr.

New Palestine, Ind.—The New Palestine Elvtr. Co. has installed a McMillin Wagon and Truck Dump in its elvtr.

Albion, Ind.—The feed warehouse attached to the elvtr. of Stiefel & Levy was damaged Dec. 18 by a freight train wreck.

Kirkpatrick, Ind.—Arthur Gray has been named as mgr. of the Kirkpatrick Grain Ass'n at the recent annual meeting.

Francesville, Ind.—The Co-op. Elvtr. Co. has remodeled its office and built a fireproof vault. New truck scales have also been installed.

Stevens Station (Newburgh p. o.), Ind.—The Umfried Elvtr. operated for many years by the late Peter Umfried, is being operated by his son.—C.

Sharpsville, Ind.—O. A. Dutchess of Kokomo, who has been track buyer for the Urmston Grain Co., will manage the plant which John Kiefer recently bot of the Sharpsville Mill & Elvtr. Co. It will be conducted under the name of the Kiefer Feed & Supply Co. A new wagon dump will be installed.

Loogootee, Ind.—The Loogootee Mlg. & Grain Co., incorporated; capital stock of 500 shares no par value; by Fred A. Stewart, Ralph M. Stewart and E. I. Stewart.

New Harmony, Ind.—Ezra Stevens, aged 75 years, for many years in the grain business, died suddenly while eating supper. He is survived by his widow, three sons and a daughter.—C.

Indianapolis, Ind.—Bert A. Boyd has recovered from his recent illness and is now on the Atlantic Ocean with Mrs. Boyd. His host of friends in the trade wish both a pleasant voyage and a safe return.

Shirley, Ind.—Chas. I. Gray, who recently bot the elvtr. of W. S. Ham, will operate it under the name of the Gray Grain Co. Mr. Gray is new in the grain business and will be assisted by Clay Harrison.

Lafontaine, Ind.—The A. B. Martin Grain Co., incorporated; capital stock \$10,000; to buy and sell grain of all kinds, stocks of all kinds; hay and other farm products; by A. B. Martin, Josephine Martin, J. C. F. Martin, Flora E. Martin, Oscar A. Martin, Ruth Martin.

IOWA

Struble, Ia.—P. J. Kaiser is now mgr. of the Farmers Elvtr. Co.

Davenport, Ia.—The Teske Mlg. Co. has installed a J-B Feed Mill.

Newell, Ia.—The Galbraith Elvtr. Co. has installed a J-B Feed Mill.

Hospers, Ia.—The Klein Bros. Grain Co. is installing feed grinding machinery.

Salix, Ia.—We have installed a truck dump.—W. J. Baak, mgr., Salix Grain & Coal Co.

Woodward, Ia.—Schaa's Grain Co. is installing a Sidney Power Feed for its hammer mill.

Webster City, Ia.—A motor in the feed mill of the Farmers Elvtr. Co. burned out recently.

Goldfield, Ia.—The Farmers Elvtr. Co. has installed a grain cleaner and built a driveway to its elvtr.

Hamlin, Ia.—The Hamlin Grain Co., owned by S. M. Peterson, has installed a grinder for custom work.

Bancroft, Ia.—The Bancroft Farmers Elvtr. Co. has been dissolved and notice of such procedure posted.

Dows, Ia.—The Farmers Grain & Lumber Co. has built storage tanks and set pumps for the handling of gas and oils.

Whittemore, Ia.—The Whittemore Elvtr. Co. has erected a building and installed a feed grinder. D. W. Ault is mgr. of the company.

Goldfield, Ia.—The Burt Grain Co. of Clarion has bot the elvtr. of the Goldfield Grain Co. Mgr. Jones will continue in charge for the new owner.

Algona, Ia.—A robber who recently entered the elvtr. office of E. R. Rising by breaking a window was rewarded with only 15 cents in change.

Galt, Ia.—The Burt Grain Co. has installed a 10-ton Fairbanks Scale and has moved its office closer to the elvtr. C. E. Burt is local mgr.—Art Torkelson.

Clemons, Ia.—The Farmers Co-op. Co. has built an addition to its office and will handle builders' hardware in connection with its lumber department.

Dows, Ia.—Byron Sweet, mgr. of the Farmers Elvtr. Co., is now back on the job after undergoing an operation.—Art Torkelson, with Lamson Bros. & Co.

Kesley, Ia.—I have bot the stock of the Farmers Elvtr. Co. and own both elvtrs. The change was made June 1, 1927.—Ben Popkes, prop. Kesley Elvtr.

Hull, Ia.—Mr. Manning of Little Rock is now mgr. of the Farmers Co-op. Ass'n, succeeding E. H. Huibregtse who has built and will operate an elvtr. at Monticello.

Moran, Ia.—Two men were arrested for continued thieving of grain from the plant of the Stokley Elvtr. Co. recently. About 1,000 bus. of grain have been stolen from the elvtr.

Cumberland, Ia.—The elvtr. of Ed. Kirchner burned Jan. 2 about 10 o'clock p. m. The fire is believed to have been caused from a defective electric switch in the lower part of the building. Mr. Kirchner's elvtr. burned about 8 years ago and the one which burned recently was erected since that time.

Odebolt, Ia.—The Farmers Elvtr. Co. has under consideration the erection of additional storage for 20,000 bus. of grain, also the installation of a feed grinder.—A. R. Traeder, mgr.

Sioux City, Ia.—F. A. Taylor has bot the controlling interest in the Akron Mlg. Co. from E. A. Fields. Mr. Taylor has been connected with the company for 26 years and all of the stock is now owned by his family.

Wellsburg, Ia.—Tjadden & Dilley recently bot the D. J. Peters elvtr. and now operates two elvtrs. here. Mr. Peters, who is widely known in the grain trade, will continue to operate his elvtrs. at Cleves and Abbott.—A. T.

Wall Lake, Ia.—I am not connected with the grain business here any more. The little surplus of grain which is offered for sale is being handled by adjoining towns. No attempt has been made to build an elvtr. here.—John W. Offe.

Sac City, Ia.—The elvtr. of the Farmers Grain Co. burned Jan. 6 from a fire believed to have been caused by defective wiring. Grain burned included 10,000 bus. of oats, 4,500 bus. of corn and 450 bus. of barley. The loss is estimated at \$12,000. The building was owned by Frank L. Brown and W. A. Galbraith, the latter mgr. of the Farmers Grain Co.

Des Moines, Ia.—The property of the Red Crown Mlg. Co., was sold to Vernon Clark, pres. of the Beaver Valley Mlg. Co. Clark and his associates will organize a separate company and put it in operation within a short time. The Clark purchase means that it has gone under the control of the Hubbell interests who own the Beaver Valley property and the Des Moines Elvtr. Co. The capacity of the newly purchased plant is 1,100 bbls. per 24-hr. run.—G. Botsford.

KANSAS

Ulysses, Kan.—The Ulysses Grain Co. plans to build a new elvtr. soon.

Plevna, Kan.—The Co-op. Grain & Supply Co. has repainted all its buildings.

Cherryvale, Kan.—The Cherryvale Grain Co. has installed a J-B Feed Mill.

Rock, Kan.—The Farmers Union Co-op. Business Ass'n has repaired its elvtr.

Yates Center, Kan.—The Farmers Co-op. Elvtr. Co. has installed a J-B Feed Mill.

Norton, Kan.—A motor in the elvtr. of the Johnson Grain Co. burned out recently.

Salina, Kan.—The Board of Trade gave a Christmas party for all local grain men.

Rexford, Kan.—The Shannon Grain Co. is operating the elvtr. of the Jennings & Roller Co.

Lewis, Kan.—Mail addressed to the agt., Miller Grain Co., has been returned marked "Unclaimed."

Ensign, Kan.—The Farmers Grain & Supply Co. has installed two oil pumps and an engine in its oil station.

Osgood, Kan.—The office of the Stevens-Scott Grain Co. burned Dec. 29. The loss was confined to the office.

Seneca, Kan.—Henry Koelzer has installed a J. B. Mill in the warehouse connected with his elvtr. property.

Haggard, Kan.—The Farmers Co-op. Grain Coal & Supply Co. is building a garage and repairing its office.

Yates Center, Kan.—The Farmers Elvtr. Co. has installed a corn and grain dump which will be operated by a motor.

Haviland, Kan.—The Farmers Co-op. Co. has replaced its concrete implement building with one of frame covered with iron, 36x100-ft.

Asherville, Kan.—H. F. Baker, mgr. of the Asherville Grain Co., died Dec. 2. He was taken suddenly ill the morning of the day he died.

Bison, Kan.—Fred Foos requests that his mail be sent to Bison rather than Kinsley. Mr. Foos' elvtr. is at Nettleton which is not a p. o.

Dodge City, Kan.—The Farmers Co-op. Grain Dealers Ass'n will hold its annual convention Mar. 20-22 in the new hotel building now being completed.—P.

Whiteside, Kan.—The Whiteside Equity Exchange has installed a new spouting system in its elvtr. which handles grain from pit to bins without going thru the automatic scales. The office has also been remodeled.

Wichita, Kan.—Art Johns' membership in the Board of Trade has been transferred to G. E. Norris of the Newton Mfg. & Elevtr. Co., Newton, Kan.—Sec'y C. B. Rader.

Moline, Kan.—The plant of the Moline Mill & Elevtr. Co. burned early the morning of Dec. 18. The fire started in a cream station nearby and spread to neighboring buildings.

Holton, Kan.—The First National Bank now owns the Brubaker elevtr., which O. G. Hamm and Jerry Brack have leased for one year. The former is an experienced elevtr. man. The house is of 15,000 bus. capacity. It has motor power and a roller grinder.—O. G. Hamm and Jerry Brack.

Castleton, Kan.—Mrs. John McCaffrey and Mrs. Jean Cottrell, wife and daughter of John McCaffrey, local grain dealer, were seriously injured when their motor car was struck by a Santa Fe train in Hutchinson. Both suffered bone fractures, lacerations and possible internal injuries.

Baldwin, Kan. — The stockholders of the Farmers Elevtr. Ass'n decided at a recent meeting not to rebuild the elevtr. which burned several weeks ago. An auction sale was to be held the latter part of December and the business sold to the highest bidder. It is understood that there will be a new company organized.

Norway, Kan.—The Norway Elevtr. has installed a 10-ton truck scale, one air truck dump and a 30 h. p. gas engine. Victor Herrman is now the sole owner of what used to be a farmers' elevtr. P. I. Hammer is the present mgr. The O. F. Brewer elevtr. has a new truck dump and both elevtrs. are kept busy taking care of the big corn crop.—Victor Herrman.

Frizzell (Larned p. o.), Kan. — The elevtr. which burned recently was the East Elevtr. Defective wiring is believed to have been the cause of the fire. It had a capacity of 20,000 bus. I have not decided whether I will continue in the business or not. The West Elevtr. would require some remodeling before I could handle wheat in it. I will not rebuild the house that burned.—H. E. Hill.

Hopewell, Kan.—L. A. Coons recently bot the elevtr., formerly known as the Hopewell Equity Exchange. Mr. Coons has been mgr. of the Trousdale Co-op. Exchange at Trousdale for the past 12 years and will retain that position. Roy Evans has been secured as mgr. for the local house. Mr. Coons will supervise its operation with headquarters at Trousdale. It will be known as the L. A. Coons Grain Co.

Ellsworth, Kan.—Harry Work, who organized the Ellsworth Mill & Elevtr. Co. in 1900, died Christmas morning at Long Beach, Cal. Mr. Work sold the local plant in 1920 to the H. D. Lee Flour Mills Co. and moved to California. He was born in western Pennsylvania 62 years ago and came to Ellsworth with his parents in 1876. His father was one of the owners of the McCoy & Work Elevtr., which the deceased took over later and which was the foundation of his big elevtr. and mlg. business which he expanded when he organized the Ellsworth Mill & Elevtr. Co. in 1900. Mr. Work's first wife died in 1926. Their five children are all living and are Roy, Keith and Hazel Work, and Mrs. Mann of Long Beach and Mrs. Parker Allison of Charleston, Ia. Mr. Work's second wife, who was formerly Mrs. Estella M. Hanchett, survives him.

LOUISIANA

New Orleans, La.—We desire to announce the withdrawal by mutual agreement of W. L. Richeson & Sons from the handling of general freights, either booking, forwarding or supervision. As heretofore, W. L. Richeson & Sons will continue actively in the handling of grain booking, forwarding, fobbing and supervision, and booking and forwarding of cotton only. Effective Jan. 1 the general freight department will be taken over by and conducted under the name of Geo. M. Leininger, who will operate as a foreign freight broker and forwarding agt.—W. L. Richeson, Geo. M. Leininger.

MARYLAND

Hagerstown, Md.—D. A. Stickell & Sons will rebuild their elevtr. which burned Dec. 20.

BALTIMORE LETTER.

Chas. E. Herbst, pres. of the Guilford Grain & Feed Co., Inc., has been quite ill with the grippe.

Wm. J. Casey, Edward A. Smith, and Geo. M. Gillet have applied for membership in the Chamber of Commerce.

Lewis G. Lederer, son of Henry A. Lederer of Lederer Bros., has become a member of his father's commission firm.

C. P. Blackburn & Co., incorporated; capital stock \$75,000; C. P. Blackburn, pres.; Oscar M. Gibson, vice-pres.; Harry N. Ewalt, secy. This is an old firm which was established in 1882.

The ticket for five directors of the Chamber of Commerce has been posted by the nominating com'tee to be voted upon Jan. 30. They are J. Murdock Dennis, Wm. H. Hayward, A. Leslie Lewis, Philip G. McIntyre and Joseph C. Reynolds. The five directors to be elected with the 10 hold-over directors will form the new board, which according to the present slate, will organize on Feb. 1 by re-electing General Henry M. Warfield, pres.

MICHIGAN

Carson City, Mich.—We recently bot the lumber yard of the Rockafellow Grain Co.—A. L. Crispell, sec'y Carson City Elevtr. Co., Inc.

Breckenridge, Mich.—The plant of J. B. Crawford, operated as the Breckenridge Bean & Grain Co., was slightly damaged by a wind-storm on Dec. 5.

Almont, Mich.—Frank Bishop, Leon Bishop and Harry McCormick have taken over the Almont Elevtr. Co., which was owned by the late Wm. E. Cloverdale.

Jackson, Mich.—The elevtr., formerly operated by the Stockbridge Elevtr. Co., is not being operated as an elevtr., but was bot by a wholesale grocer.—McLaughlin, Ward & Co.

Ashley, Mich.—The office of the Rockafellow Grain Co. was broken into one night recently. Entrance was gained by prying off a small window near the back door with a coal fork. No money was taken, as it had been banked that afternoon.

Grand Rapids, Mich.—We have been doing considerable remodeling and making additions to our feed mixing equipment, but definitely postponed building our additional storage space until spring. Our present storage space handles 80,000 bus. of grain and 40 carloads of sacked feeds.—Henderson Mlg. Co.

Corunna, Mich.—Harry Northway, for more than 20 years connected with the Albert Todd Co., has sold his interest in the business to S. M. Kerby and Lee Todd, the latter being a former member of the company. At the same time a heavy interest in the Todd company's elevtr at Lennon was bot by the Chatterton Co. of Lansing.

Atwater (Bad Axe p. o.), Mich.—Suit to compel stockholders of the Atwater Farmers & Gleaners Co-op. Elevtr. Co., which went out of business in August, 1927, to pay obligations amounting to \$8,126.70, has been started by directors of the company. The plaintiffs allege that the stockholders executed a bond for \$30,000 in favor of the directors, protecting them from personal liability on loans made to carry on the business. They claim that the company has refused to pay its obligations and that they may now be held personally liable. The directors ask that the court order enforcement of the bond to pay the debt.

MINNESOTA

Argyle, Minn.—An overheated motor in the elevtr. of the Farmers Grain Co. caused a small fire loss.

Duluth, Minn.—The Board of Trade Clearing Ass'n was to elect two directors Jan. 3 to succeed W. J. McCabe, Sr., and P. H. Ginder.

St. Charles, Minn.—James Barry has resigned his position at the elevtr. of John Small to become mgr. of the Farmers Elevtr. Co. The latter place was made vacant by the death of Wm. Ihrke.

Wells, Minn.—J. C. Byrnes has left town and does not operate an elevtr. At present we are the only elevtr. that buys all kinds of grain. The Wells Flour Mills buys wheat only.—Farmers Elevtr. Co.

Cosmos, Minn.—Earl R. Evans has acquired an interest in the business of C. A. Bunyan who is building an elevtr. to replace one which burned several months ago. Messrs. Bunyan and Evans were formerly in the grain business at Hammond.

Cipher Codes

Universal Grain Code: The only complete, the most up-to-date and latest grain code published. Effects a greater reduction in tolls than any other domestic code. Code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$2.00; paper, \$1.50.

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Baltimore Export Cable Code: Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

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Springfield, Minn.—The Springfield Mlg. Co., whose elvtr. burned in October, has built an unloading platform with facilities for dumping and elevating grain into the bins. A covered driveway and office have also been completed. Additional storage tanks may be built in the spring.

Montevideo, Minn.—D. F. Chandler of Cheyenne, Wyo., has bot the property of the Chippewa Mlg. Co. and will reopen the mill during next summer or fall. Since the mill ceased operations four years ago taxes of about \$10,000 have accumulated against the property which includes an elvtr. Machinery in the plant will be repaired.

Duluth, Minn.—The annual election of officers, directors and com'tes of the Board of Trade will be held Jan. 17. Those whose terms expire are Geo. Barnum, Jr., pres.; H. S. Newell, vice-pres.; W. R. McCarthy, G. E. Robson, B. Stockman, directors; G. G. Barnum, Sr., M. M. McCabe, E. A. Vivian, board of arbitration; Thos. Gibson, F. E. Lindahl, W. S. Moore, H. A. Starkey, F. C. Tenney, board of appeals.

St. Paul, Minn.—Work will start soon on the elvtr. at the plant of the St. Paul Mlg. Co., which was damaged by fire Sept. 26. The elvtr. will be the first unit in a building program to replace the parts of the plant lost in the fire. No other building will be attempted until spring. The elvtr. will serve the B mill which is now in operation. It will be built on the foundation of the elvtr. which burned. It will have a capacity of 55,000 bus. and will be of cribbed wood. Asbestos shingling will be used.

MINNEAPOLIS LETTER.

H. E. Salyards of Duluth is a new member of the Chamber of Commerce.

N. J. Nelson, formerly of Grand Forks, N. D., is now travelling for the Brown Grain Co.

An artist's drawing of the new addition to the Chamber of Commerce is on exhibition on the trading floor.

Elmer C. Bowman, aged 60 years, in the employ of the state grain weighing department, died Dec. 25. He is survived by his wife, a son and a daughter.—P.

Louis N. Ritten & Co., incorporated; capital stock \$100,000; Louis N. Ritten, pres. and treas. with offices in the Chamber of Commerce; Aloysius B. Hessburg, vice-pres., and Chas. E. Ritten, sec'y; to buy, sell, store and handle all kinds of grain and grain products. Louis N. Ritten has been doing business under his own name since 1918.

The program com'te of the Tri-State Country Grain Shippers Ass'n met at Mankato at the office of Pres. Crandall and decided to hold its 10th annual convention on Feb. 9 in the New Nicolet hotel. An interesting program has been prepared and following the pres.'s annual address, a luncheon will be served at 1:30 p. m., after which the regular program will be carried out. There will be reduced rates on all railroads on account of the auto show.—E. H. Moreland, sec'y.

MISSOURI

St. Joseph, Mo.—We are building a small mill and elvtr.—P. E. Priestley, Famo Feed Mlg. Co.

Jasper, Mo.—We had a slight fire on the roof of our elvtr. It did not amount to anything.—Morrow-Kidder Mlg. Co.

Forsyth, Mo.—The Carlyle Mill & Produce Co. has been formed by C. A. Carlyle to operate a small grist mill and a general feed business.

Centralia, Mo.—G. V. Proctor, who has managed the Producers Grain Elvtr. for the past five years, has gone to Anglum where he will manage the Florissant Valley Elvtr.—P.

Chilhowee, Mo.—The Clinton Mill & Elvtr. Co. has bot and is operating the plants of the Chilhowee Elvtr. Co. It is being run in connection with the new owners' elvtr. at Clinton.—P.

St. Joseph, Mo.—The Aunt Jemima Mills Branch of the Quaker Oats Co., which recently leased the Elwood Elvtr., across the river from St. Joseph, will change the power from steam to electric motors.

Burlington Junction, Mo.—We met with several obstacles in securing the desired site for our proposed elvtr. Then our crops turned out so poorly we decided to wait. If we do any building it will be some time the first half of the new year.—Adkins Bros. Grain Co.

Vator Switch (Anniston p. o.), Mo.—Our local elvtr. burned last June. There is no elvtr. at Anniston. At the present time we do not know whether or not we will rebuild this plant, but if so, will probably rebuild it at Anniston on account of location. Cannot tell as to this before some time this coming spring.—R. C. Davis, Whitehead-Davis Grain Co.

St. Joseph, Mo.—J. D. McKee was elected pres. of the Grain Exchange on Jan. 3; E. M. Louch was elected vice-pres.; R. M. Boyer, F. F. Gilbert, C. L. Gilbert, C. L. Scholl, R. E. Wiese and H. C. Gregory were elected directors for a two-year term, and R. G. Wheaton for one year. Carry-over directors are: A. B. Schreiber, F. J. Watts, C. A. Geiger and Ashby Woodson. The annual meeting of the membership will be held Jan. 10, at which time the new board will be installed.

KANSAS CITY LETTER.

A. E. Staley has been admitted to membership in the Board of Trade.

The Larabee Flour Mills Co. has moved its offices from the Board or Trade Bldg., to the Dwight Bldg.

H. W. Crouch, formerly with the J. C. Lysle Mlg. Co., has been employed by the Blair Mlg. Co. as general warehouse supt.

Kansas City, Mo.—The Hay Dealers Ass'n re-elected D. B. Tilson pres. C. Stuart Brubaker was elected vice-pres. The new board of directors is composed of N. C. Campbell, J. M. Hall, J. D. Cole. The arbitration com'te is made up of J. C. Glover, T. R. Hogan and J. A. Brubaker.

Thru a refinancing arrangement owners of the Board of Trade building will save 1 per cent interest annually on more than a million dollars. A loan was completed recently by the building company with the Prudential Insurance Co. at 5 per cent interest. This replaces first mortgage bonds which were sold at the time the building was built, bearing 6 per cent. The building is appraised at \$2,500,000.

Howard Vanderslice, pres. of the Vanderslice-Lynds Co., donor of the statue of "The Pioneer Mother" to Kansas City, will be honored at a dinner Jan. 10 by members of the Board of Trade. The statue is a tribute to all pioneer mothers, including the donor's own, and cost about \$150,000. Mr. Vanderslice recently made another gift to Kansas City, a large home for the Art Institute. The com'te in charge of the dinner is W. C. Goffe, E. O. Bragg, Wm. Murphy, C. W. Lonsdale, E. D. Bigelow and B. C. Moore.

J. A. Theis was elected pres. of the Board of Trade at the annual election Jan. 3. J. J. Kraettli became first vice-pres. automatically. R. A. Jeanerret was elected second vice-pres. New directors elected were W. J. Mensendieck, N. S. Shannon, Paul Uhlmann, P. A. Murphy, F. B. Clay, and W. B. Lincoln. Members of the arbitration com'te are O. T. Cook, Geo. L. Davis, S. S. Carlisle, M. H. Howard and H. G. Stevenson. Harold F. Spencer, and W. J. Mensendieck were elected directors of the Grain Clearing Co. for two years and J. J. Wolcott for one year. These and the two hold-over directors choose their own officers.

ST. LOUIS LETTER.

St. Louis, Mo.—The Merchants Exchange held its annual New Year's eve celebration on the exchange floor. Entertainment and music for dancing were provided.

Adolph Schuessler and Austin Morton have been elected to membership in the Merchants Exchange. The membership of H. C. Altmansberger has been transferred to C. McClung Thompson.—Sec'y W. J. Krings.

St. Louis, Mo.—John Thyson, aged 76 years, died recently at Ashley, Ill., where he had lived for a number of years. He was buried in St. Louis. During the active period in trading on the local market about 25 years ago, Mr. Thyson was a power in the business, having been a member of the noted "Art Club" which manipulated many large deals.

Up to the present time we have operated Checkerboard Elvtrs. A and B principally for storage of our own grain, but in view of the comparative small amount of storage now available in this market for merchandising purposes, we have decided to throw these elvtrs. open for the benefit of the public. On Dec. 1 we opened a wheat merchandising department specializing in choice mlg. wheat with J. M. Chilton in charge.—Checkerboard Elvtr. Co.

MONTANA

Nashua, Mont.—Otto E. Camburn, mgr. of the Farmers Elvtr. Co., died Dec. 15 from congestion of the lungs.

Drummond, Mont.—Frank P. Emery, 72, died Dec. 22 from heart trouble. Mr. Emery was mgr. of the Montana Central Grain Elvtr. Co. for many years. He is survived by his daughter, Miss Elizabeth Emery.

NEBRASKA

Virginia, Neb.—A. M. Darwin is now mgr. of the Farmers Co-op. Co.

Manley, Neb.—D. D. Brann has resigned as mgr. of the Co-op. Grain Ass'n.

Trumbull, Neb.—A. R. Rich is now mgr. of the Nebraska Farmers Union Ass'n.

Genoa, Neb.—The Farmers Co-op. Grain & Mlg. Co. has installed a J-B Feed Mill.

Ithaca, Neb.—The old Duff house is being wrecked, being declared a fire trap.—Rex Peters.

Wyoming, Neb.—The Farmers Elvtr. Co. of Nebraska City has bot the elvtr. of the Bartling Grain Co.

Greenwood, Neb.—We will install a Kewanee Truck Dump soon.—Rex Peters, prop., Peters Grain Co.

Raymond, Neb.—The Raymond Co-op. Grain Co., which has the only elvtr. here, has installed a dump.

Blair, Neb.—The Farmers Union has installed a truck lift furnished by the American Machinery & Supply Co.

Marquette, Neb.—The elvtr. of the Farmers Union Co. burned recently with a loss of \$15,000. It was insured for \$12,000.

Wausa, Neb.—The Farmers Union Co-op. Co. has installed a motor driven McMillen truck and Wagon Dump in its plant.

Rosalie, Neb.—The Holmquist Grain & Lumber Co. has installed a dump scale furnished by the American Machinery & Supply Co.

Albion, Neb.—C. N. Dietz of Omaha bot the plant of the Albion Elvtr. Co. for \$21,625. The new owner took possession the first of the year.

Brayton, Neb.—The T. B. Hord Grain Co. did not reopen its local elvtr. nor the one at Greeley.—Barney Callahan, agt., W. T. Barstow Grain Co.

Pawnee City, Neb.—The elvtr. on the C. B. & Q. was sold at sheriff's sale and bot in for \$1,000. Potts & Small are the present owners. The house is not in operation.—Brown Grain Co.

Crab Orchard, Neb.—It is the intention of the board to rebuild our elvtr. which burned recently. We may not rebuild, however, until late in the spring.—J. H. Gillain, mgr., Farmers Union Co-op. Ass'n.

OMAHA LETTER

E. W. Taylor, vice-pres. of the Nye & Jenks Grain Co. for many years, has been elected pres.

Wm. J. Keane, mgr. of the Western Union's Grain Exchange office, has been ill for several weeks.

E. A. Beardsley has been compelled to return to the hospital. He was there for a short time about two months ago.

Mrs. Cowgill, widow of the late Frank S. Cowgill, former pres. of the Trans-Mississippi Grain Co. and the Grain Exchange, died at the home of a sister in Anchorage, Ky., on Dec. 30. She is survived by a son, Winston Cowgill, of San Francisco.

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Omaha, Nebr.

Howe Scales

Kewanee Dumps

The Crowell Lumber & Grain Co., which for 58 years has owned and operated a line of elvtrs. and lumber yards in Nebraska, has amended its articles of incorporation and changed its name to the Crowell Elvtr. Co. All of the Crowell interests, including the terminal elvtr. in Omaha and the country elvtrs. and lumber yards, will henceforth be conducted under the name of Crowell Elvtr. Co. C. C. Crowell, Jr., is pres. and J. A. Linderholm, sec'y.

NEW ENGLAND

Boston, Mass.—Harry M. Thompson has applied for membership in the Grain & Flour Exchange.

Boston, Mass.—A board of real estate trustees of the Grain & Flour Exchange has been elected by the directors to have charge of the recently purchased Exchange building. A. K. Tapper, pres., and F. W. Wise, treas., are on the board, and also Bernard J. Rothwell for three years, Elmer E. Dawson for two years and Henry P. Smith for one year.

NEW YORK

Auburn, N. Y.—G. J. Nicht has installed a J-B Feed Mill in his plant.

Buffalo, N. Y.—Capt. Geo. D. Gillson, aged 83, for 55 years associated with grain and marine interests before his retirement, died recently. His widow, two sons and two daughters survive.

Buffalo, N. Y.—The Corn Exchange held its annual New Year's party the afternoon of Dec. 31. Members and their office employes attended. C. C. Lewis, Geo. B. Wood and C. T. Doorty were in charge of the entertainment.

Penn Yan, N. Y.—The skidding of a motor bus on Dec. 20 caused it to bump a corner of the feed mill of A. H. Burns and apparently an explosion took place which burned the mill. The driver of the bus lost control on a slippery hill, but he and the four passengers jumped to safety before the explosion and fire occurred.

NEW YORK CITY LETTER

Robert S. Herbert has applied for membership in the Produce Exchange.

Watson S. Moore, grain man of Duluth, has resigned from the Produce Exchange.

Hugo J. Lion, Walter F. Schuitze and Chas. W. Allen have been admitted as partners in the firm of J. S. Bache & Co.

H. Hentz & Co. announced on January 1 that the following had been admitted as general partners: Sherman Bijur, Arthur J. Neumark, and Silvan E. Weil.

The Produce Exchange has appointed a provisional com'te, with Robert A. Straub as temporary chairman, to consider the advisability of a department in the exchange for trading in over-the-counter securities.

NORTH DAKOTA

Crarry, N. D.—H. J. Johnson has bot the plant of the St. Anthony & Dakota Elvtr. Co. and will operate it.

Lisbon, N. D.—The Farmers Elvtr. & Mercantile Co. has installed feed grinding equipment and repaired its plant.

Bottineau, N. D.—The Farmers Elvtr. Co. is building a feed mill to the rear of its elvtr. and will do custom grinding.

New members of the Farmers Grain Dealers Ass'n of North Dakota are Farmers Mercantile Elvtr. Co., Sidney, Mont., and Farmers Co-op. Elvtr. Co., Carbury, N. D.

Bismarck, N. D.—Rumors that suggestions for additional terminal elvtrs. may be placed before the special session of the state legislature are being discussed by local politicians.

Carrington, N. D.—E. I. Ferguson of Kramer and C. P. Foster of Minot have bot the elvtr. of Geo. Beier who will give possession July, 1928. Mr. Ferguson will have active management of the business which will be continued under the name of the Carrington Grain Co.

OHIO

Deshler, O.—The Farmers Elvtr. Co. has installed a new cleaner.

Pataskala, O.—The M. E. & C. L. Mead Co. has installed a J-B Mill.

Creston, O.—Paul Plank has bot and taken charge of the plant of the Creston Equity Co.

La Grange, O.—E. L. Adams, mgr. of the Farmers Elvtr. Co., is recovering from a long illness.

Merrill, O.—The elvtr. of H. G. Pollock burned Dec. 12. The loss is partly covered by insurance.

Huntsville, O.—I. C. Miller is installing elevating equipment furnished by the Sidney Grain Machinery Co.

Anna, O.—I am manager of the Anna Farmers Exchange Co., succeeding Roy E. Lacy in this capacity.—W. M. Young.

Lorain, O.—The Lorain Dairy & Feed Co., incorporated; capital, \$50,000; by Merle M. Agin, H. W. Ingersoll and M. E. Gaston.

St. Henry, O.—Wm. G. Landman, one of the heirs of the estate of Louis Landman, has filed a suit for partition of the Landman Mills.

Prairie Depot, O.—We now receive our mail at Wayne, O., as p. o. R. R. and express name has been changed from Prairie Depot to Wayne.—Prairie Farmers Co-op. Co.

Cincinnati, O.—The following were recently elected directors of the Board of Trade: Frank J. Currus, Max Blumenthal, A. E. Lippelman, F. F. Collins and H. Trimble McCullough.

Santa Fe, O.—A. G. Boogher is motorizing his entire elvtr. and installing Universal Drives as well as scarifier and other equipment. The Sidney Grain Machinery Co. has the contract.

Sidney, O.—The office of E. T. Cusenbolder & Co. burned Dec. 19. The firm had offices in the Dieck Bldg., which was totally destroyed. The fire originated from an overheated furnace.

Lakeview, O.—Frank Baughman, James Pence and Kirby Therikeld of Jackson Center have bot the elvtr. owned and operated for more than 20 years by Philip and Herbert Sheets of Wapakoneta and Elmer Sheets of Botkins.

Toledo, O.—Fred Mayer was elected pres. of the Produce Exchange on Jan. 9, succeeding H. Wallace Applegate. Directors elected were H. Wallace Applegate, Harold Anderson, W. A. Boardman, C. S. Burge, C. S. Coup, Harry DeVore, A. Gassaway, Harry Hirsch, Jesse D. Hurlbut, K. D. Keilholtz, Ed. Nettleton, C. W. Patterson, L. J. Schuster and Geo. D. Woodman.

Lima, O.—The wooden beams at the elvtr. of the Ackerman Bros. Co., gave way recently and thousands of dollars worth of grain and seed bulged out from the building. The fact that it occurred at lunch time probably saved the life of Ben Ackerman, one of the owners, as 300 sacks of grain crashed thru the ceiling of his office. Miss Agnes Vandervan, bookkeeper, had just walked out of her employer's office when the crash came.

OKLAHOMA

Madill, Okla.—The Industrial Grain Co. has been dissolved.

Gibbon, Okla.—We will install a 15-h. p. gas or oil engine soon.—T. J. Kenny, mgr., Gibbon Elvtr. Co.

Union City, Okla.—We intend to build an implement warehouse in the near future.—Farmers Co-op. Elvtr. Co.

Clinton, Okla.—The F. B. Mfg. Co. is building a feed unit. An elvtr., especially for the feed plant, will be built.

Kingfisher, Okla.—The Pillsbury Flour Mills Co. has bot the plant of the Oklahoma Mill Co., which includes a grain elvtr. The deal will be completed by Jan. 15.

Oklahoma City, Okla.—The directors' com'te on policies and projects of the Chamber of Commerce in a recent meeting urged as a need of the wheat growers the construction of a grain elvtr. of a capacity of not less than 1,000,000 bus. during 1928.

Durant, Okla.—We bot out a 4-story mill building with warehouse, 40x60-ft. with 60,000 bu. steel tank grain storage capacity. It has new sheller, corn mill, chop mill, new elvtr. and electric power. We are still adding new equipment. At present we can handle 4,000 bus. corn per day.—Planters Mill & Elvtr. Co. (This company was recently incorporated.)

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Chicago, Ill.

OREGON

Portland, Ore.—M. W. Hunt, former mgr. of the Portland Flour Mfg. Co.'s system, and former pres. of the Pasco Grain & Mfg. Co., was stricken with apoplexy recently and taken to a sanitarium.

Portland, Ore.—G. P. Armstrong, who two years ago sold his interest in the grain brokerage firm of Shull, Armstrong & Co., has returned and will be associated with C. M. Wendell & Co., successors to Shull, Armstrong & Co.

PENNSYLVANIA

Philadelphia, Pa.—Tidewater Grain Co. has been organized to engage in the export grain trade, starting operations with the new year. Walker K. Woolman is pres. Other organizers are Raymond Barnes, Philip Markley and Geo. Wens. The company has applied for membership in the Commercial Exchange.

SOUTH DAKOTA

Mitchell, S. D.—The Farmers Grain & Coal Co. is installing a Strong-Scott Air Dump in its elvtr.

Wessington, S. D.—The A. C. Ruddy Co. has installed a Strong-Scott Improved Elvtr. Head Drive.

Huron, S. D.—The Huron Grain & Coal Co. recently installed a Strong-Scott Improved Style A Elvtr. Head Drive in its elvtr.

Parkston, S. D.—The Parkston Mfg. Co., incorporated; capital stock, \$25,000; by W. H. Shaw, Mike Hohenthanner and John A. Johnson.

Tyrone, S. D.—The elvtr. of the Tyrone Equity Exchange closed down Dec. 31 for a few months to undergo repairs.—U. J. Warren, Simmons Grain Co.

Whitewood, S. D.—The Tri-State Mfg. Co. is building an elvtr. and installing a grain cleaner, electric motors, 10-ton truck scale and truck dump. Material from the company's elvtr. at Aladdin, Wyo., is being used.

Parkston, S. D.—Martin Friedrich, whose elvtr. burned recently, has bot an interest in the firm of Zehnpfennig & Wudel and the company will now be known as the Zehnpfennig, Wudel & Friedrich Grain Co. The company has recently leased the elvtr. of Richard Baltzer at Beardsley.

SOUTHEAST

Roanoke, Va.—The Roanoke City Mills has commenced to manufacture a line of dairy and poultry feed.

Atlanta, Ga.—Milton Dargan, Jr. has been elected pres. of the Chamber of Commerce to succeed Geo. W. West.

Lincolnton, N. C.—The Lincoln Mfg. Co., incorporated; capital stock \$15,000, subscribed stock \$15,000; to buy and sell grain; by B. J. Ramsaur, Edna Hoyle Ramsaur, John W. Daniel, et al.—P.

TENNESSEE

Nashville, Tenn.—Having sold our elvtr. back to S. S. Kerr we have leased a warehouse from the Nashville Warehouse & Elvtr. Corporation in which we have installed machinery for making poultry feeds, and we are handling our bulk grain thru our public elvtr.—Bennett-Tyner Grain Co.

Nashville, Tenn.—The first of Nov. I bot back the elvtr. sold to the Bennett-Tyner Grain Co. two years ago. This elvtr. is known as the East Side Elvtr. and Ray Duncan is supt. The other member of my organization is Miss Martha Lee Chatham, sec'y. E. W. Holt will also have his office at the East Side Elvtr., having associated with him, W. L. Jones.—S. S. Kerr.

Lebanon, Tenn.—The grain elvtr. of Ben Sanders burned recently with a loss of \$10,000, partly insured. The elvtr. was part of and adjoined the corn mill erected six years ago by J. C. Sanders, who died just as the plant was being completed. The corn mill was never used and it and the elvtr. have stood empty since erection. It is that that fire started from a train spark. It is unlikely that the elvtr. will be rebuilt.

MEMPHIS LETTER.

J. P. Sledge of Champaign, Ill., has bot the certificate of the late Harry Newell and applied for membership in the Merchants Exchange.

Thos. M. Wade, 56, former vice-pres. of John Wade & Sons, grain and feed firm, died Dec. 26 after an illness of seven weeks. Mr. Wade retired five years ago after 30 years of activity with the firm founded by his father. He is survived by three children.

Mr. and Mrs. Louis A. Thornton were instantly killed Dec. 26 when their automobile was struck by an Illinois Central passenger train at Coldwater. Mr. Thornton was vice-pres. and sec'y of the Thornton Seed & Grain Co., Inc., and his wife was pres. One son, Roy Hancock, survives.—P.

Memphis, Tenn.—The following were recently elected officers of the Grain & Hay Exchange: Chas. G. Robinson, pres.; Harry C. Mills, vice-pres.; Sim F. Clark, A. J. Donelson, Fred Heckle, and Chas. B. Stout, directors; James B. McGinnis was re-elected sec'y. The annual banquet was held in connection with the election.

TEXAS

Follett, Tex.—The Sharon Grain Co. has installed electric motors in its elvtr.

Hillsboro, Tex.—W. V. Blasingame has installed two large mills for grinding feed.

Paris, Tex.—The Paris Mfg. Co. has completed its 75,000-bu. elvtr. The work was done by the Jones-Hettelsater Construction Co.

San Marcos, Tex.—The San Marcos Grain Co. has opened for business. Jesse G. Smith, formerly in the grain business in San Antonio, is mgr.

Dallas, Tex.—J. Perry Burrus is able to return to his office after a long illness. He was confined in a hospital in Boston, Mass., for several weeks.

Venus, Tex.—The plant of the Venus Mill & Elvtr. Co. burned the afternoon of Dec. 31. The blaze started on the third floor of the building. The loss is estimated at \$20,000, with insurance of \$10,000.—P.

Godley, Tex.—The plant of the Godley Mill & Elvtr. Co., owned by S. L. Hardcastle, burned recently. Some insurance was carried on the buildings and contents. About 500 bus. of wheat were saved after the fire was discovered.

Dallas, Tex.—The Pearlstone Mill & Elvtr. Co. has awarded a contract to the Jones-Hettelsater Construction Co. for additional storage of 300,000 bus. Work will start in January and will be completed in the early spring. The addition will give the company storage for 650,000 bus.

UTAH

Ogden, Utah.—E. R. Allen, Utah mgr. of the Globe Grain & Mfg. Co., was chairman of a com'te that arranged a joint meeting of officers and directors of the Salt Lake and Ogden Chambers of Commerce on Jan. 9.

WASHINGTON

Wilbur, Wash.—Louis Stairrett has resigned as mgr. of the Grain Growers Warehouse Co.

Seattle, Wash.—John B. Hanton, mgr. of the grain department of Balfour, Guthrie & Co., recently underwent an operation. Mr. Hanton is chairman of the grain com'te of the Merchants Exchange and one of the trustees of the Grain Exchange.

Seattle, Wash.—Commencing Jan. 1 the state grain department took over the sampling and inspection of grain at division points, which has heretofore been done under the supervision of the Merchants Exchange. J. I. Griner is supervisor of the department with Walter Hyde, ass't supervisor at Seattle. The Merchants Exchange will provide space at its quarters for the samples and will bill consignees all charges for sampling and inspection service as in the past. The move was suggested by the Merchants Exchange and accepted by the state grain inspection department as an economic measure.

WISCONSIN

Arkansaw, Wis.—The grist mill of E. M. Miles & Son Co., which burned in October, will be rebuilt early in the spring.

Superior, Wis.—Joseph W. Connor, whose term as grain and warehouse commissioner expires in February, has been reappointed by Gov. Fred W. Zimmerman. Present members of the commission are John Bardon, U. N. Scott and Mr. Connor.

MILWAUKEE LETTER

Milwaukee, Wis.—The Chamber of Commerce held its annual party following the close of business on Dec. 31 in the exchange room.

Milwaukee, Wis.—The deaths of Wm. Woods Plankinton and Valentin Blatz were announced on the floor of the Chamber of Commerce, Dec. 30.

WYOMING

Aladdin, Wyo.—The Tri-State Mfg. Co. is removing its elvtr., which it was forced to abandon after the discontinuance of the W. & M.I. Railway, to Whitewood, S. D. The elvtr. at the latter place will be rebuilt and new equipment added. The distance between the towns is about 50 miles. The local house was built in 1919 and has a capacity of 14,000 bus.

"After fifty years of business life I have not soured on humanity. The business men of America are a lot of straightforward men, seeking to do business squarely and honestly. The aristocracy of today is not one of birth or wealth but of those who do things for the welfare of their fellow men."—Charles M. Schwab before the Arbitration Society of America.

Canadian Pool Figures Its Prices Higher.

Based on the average closing prices every day the price paid farmers by the Canadian Wheat Pool was lower than the open market price as figured by the Northwest Grain Dealers Ass'n. This shows that the Pool farmer lost money compared with the non-Pool farmer in the sale of his wheat, and is so damaging to the cause of the Pool that the latter has come out with a statement attacking the Grain Trade's method of calculating the price paid, in which it says:

"The grain trade's average of \$1.46½ was obtained by adding together the daily closing quotations and dividing the sum by the number of days. The figure is valueless as a comparison of pool and non-pool prices. It completely ignores the most important factor in computing a true average, namely, the volume of grain sold at the various prices thruout the year. No consideration whatsoever is given to the cost of storing, or to the insurance and interest charges which are approximately 1½ cents per bushel per month; all of these charges including the administrative and operating cost of the Canadian pool, were deducted before computing the pool's average price of \$1.42 for No. 1 Northern. No mention is made of the one cent per bushel deducted by the private grain trade as a selling commission.

"The only fair way to arrive at the average price received by pool farmers for street wheat is to take the actual prices paid for grain at country points. Street wheat, or wheat delivered and sold in wagon load lots, represents approximately fifty per cent of the grain marketed. Practically all elevator companies in the three Western provinces buy street wheat on the basis of prices sent out daily by the Northwest Grain Dealers Ass'n in Manitoba and Saskatchewan and the Western Grain Dealers Ass'n at Calgary, an organization of private grain traders in the province of Alberta.

"Taking the volume of wheat delivered week by week at all shipping points in Alberta and the Western Grain Dealers price quotations for the corresponding weeks, the average price received by non-pool farmers for street wheat in Alberta during the entire crop year basis No. 1 Northern at a 26 and 27 Fort William freight rate point was \$1.17 4/5 cents. The pool price for No. 1 Northern street wheat on the same basis was \$1.23 1/20, or over five cents higher than the non-pool price. The average price paid for non-pool street No. 2 Northern, on the same basis, was \$1.13 3/5. The pool price for No. 2 Northern, on the same basis, was \$1.18 4/5, or over five cents higher than the non-pool price. The average price paid for non-pool street wheat, No. 3 Northern, on the same basis was \$1.07 4/5. The pool price for No. 3 Northern, on the same basis, was \$1.12 1/20, or over four cents higher than the non-pool price."

Patents Granted

1,655,144. Grain Treating Machine. Jos Hallgarth and Earl E. Chandler, Elgin, Ore. The treatment is effected in a drum rotating on a frame and containing agitators composed of blades projecting from the walls.

1,651,390. Seed Dusting Machine. Francis C. Hersman, Normal, Ill. The grain treating machine is a combination with an enclosing casing, of a horizontal rotatable mixing cylinder arranged therein with an air passage between the cylinder and casing walls, with a fan blower arranged in the passage at one end for creating a continuous current of air thru the passage and mixing cylinder.

1,653,506. Bean Huller. Howard Pilcher Okie, Washington, D. C. The device comprises an endless carrier, means for moving the carrier, a member having a corrugated surface spaced from the endless carrier, means on the member and cooperating means on the carrier for causing reciprocation of the member whereby beans placed on the carrier are agitated between the members and carrier to remove the hulls.

1,653,079. Car Seal. Straud K. Wood, Hutchinson, Kans. The seal comprises a metal strap having at one end a portion substantially three times the width of the body of the strap, forming wings extending on each side of the longitudinal center of the strap, one of the wings being substantially three times the length of the other wing, an aperture in one of the wings, and a punched out tongue in the opposite end of the strap.

1,654,719. Grain Delivery Chute. Rowland C. Clapp, Portland, Ore. The chute is made adjustable to the coaming of the hatchway on a ship, and comprises side walls provided with shoulders adjacent the lower end of the chute adapted to abut the hatchway; the lower end of the chute extending horizontally into the hold and its upper portion being curved upwardly therefrom and suspending means attached to the chute and having hooks thereon for attachment to the coaming.

1,654,919. Car Dumper. Arthur F. Case, Cleveland, assignor to Wellman-Seaver-Morgan Co., Cleveland, O. The dumper comprises a supporting structure, a car receiving cradle mounted for tilting movements on the struc-

ture, a movable car clamp carried by the cradle, and a movable actuating member mounted on a fixed support, the member being operatively connected to the clamp, the actuating member being so mounted with respect to the cradle as to be actuated by the cradle in its tilting movements to operate the clamp.

1,652,810. Weighing Machine. Alfred Bousfield, St. Johnsbury, assignor to El. T. Fairbanks & Co., St. Johnsbury, Vt. The invention is a scale pivot comprising a cylindrical body portion having a substantially rectangular groove extending longitudinally thereof and a knife-edged bar having parallel side faces for frictionally engaging the side walls of the groove, said knife edge resting on the bottom wall of the groove and being spaced from the side wall thereof.

1,654,407. Automatic Weighing Apparatus. Baltus Boulogne, Pasuruan, Java. The material is weighed in bulk on a continuously moving endless carrier to which the material to be weighed is delivered, a frame, a plurality of levers suspended from the frame, suspension rods for suspending the carrier from the levers, a registering device associated with the levers, means for delivering material to the carrier, a second moving endless carrier mounted directly above the first carrier, and means for diverting the flow of material from the first carrier during a portion of its travel and depositing the material on the second carrier.

1,653,459. Cracked Corn and Meal Mill. Geo. H. Haines, Spring Valley, assignor to Wm. R. Hiatt, Spring Valley, and Chas. Q. Hildebrandt, Wilmington, O. The grinding mill comprises a main frame, a main drive shaft mounted in said frame, a plurality of grinders to which the shaft is common, conduits leading from one grinder to another for conducting the output of one grinder into the succeeding grinder, a discharge conduit common to all of the intergrinder conduits, and control devices for diverting the material from the intergrinder conduits into the discharge conduit to by-pass succeeding grinders of the plurality, the intergrinder conduits including screen sections and means for vibrating the screen sections to effect the deposit of fine material intermediate each grinding operation.

1,651,641. Seed Huller. Wm. B. Spurr, Scottsbluff, Neb. The huller consists of a cylinder, a casing around the upper and rear portions of the cylinder and having an inlet in its upper portion, a concave below the cylinder having its rear end spaced from the casing to provide an outlet in the lower rear portion thereof, a separator having an upwardly extending inlet hopper disposed beneath the outlet of the casing, doors for the outlet having their upper

edge portions hinged to the lower rear edge portion of the casing and adapted to be swung rearwardly from a closed to an open position above the hopper and constitute deflectors to direct seed into the hopper when open, and means to releasably secure the doors in an adjusted position.

1,652,802. Grain Door Table. Leonard Smith, Bastrop, La., assignor to M. A. Mummert, Chicago, Ill. The table is a combination with a nailing top sheet, of a rigid abutment located on one side thereof, a movable clamping bar opposed to the abutment, a pair of eccentrics journaled on vertical axes located adjacent the clamping bar, handles swinging in a substantially horizontal plane connected to the eccentrics, and guiding means to hold the outer side of the clamping bar yieldingly against the eccentrics, the means consisting of a pair of rods secured to and extending rearwardly from the ends of the bar, stationary eye pieces thru which the rods pass, and helically coiled expanding springs interposed between the eyes and abutments on the outer ends of the rods.

1,655,355. Conveyor Belt Idler. Cordeen C. Pfelegor, Muncy, assignor to Sprout, Waldron & Co., Muncy, Pa. The roller head comprises outer and inner cylindrical members each open at one end and closed at the other end thereof and provided with a central opening of sufficient size to adapt it to fit snugly on a shaft on which the roller is mounted; the members being rigidly connected together in spaced relation and having the closed ends thereof separated sufficiently to provide an annular space between the closed ends of the two members; the inner member being constructed to contain an anti-friction bearing and having an annular grease holding chamber therein arranged between its closed end and the bearing, means to prevent lubricant from escaping thru the closed end of the outer member into the interior of the roller, and detachable means for closing the open ends of the members.

Barberry Eradication Checks Black Rust Epidemic.

The Conference for the Prevention of Grain Rust held a luncheon at the Minneapolis (Minn.) Club on Nov. 25, to discuss the various phases of barberry eradication and their bearing upon the black stem rust epidemic.

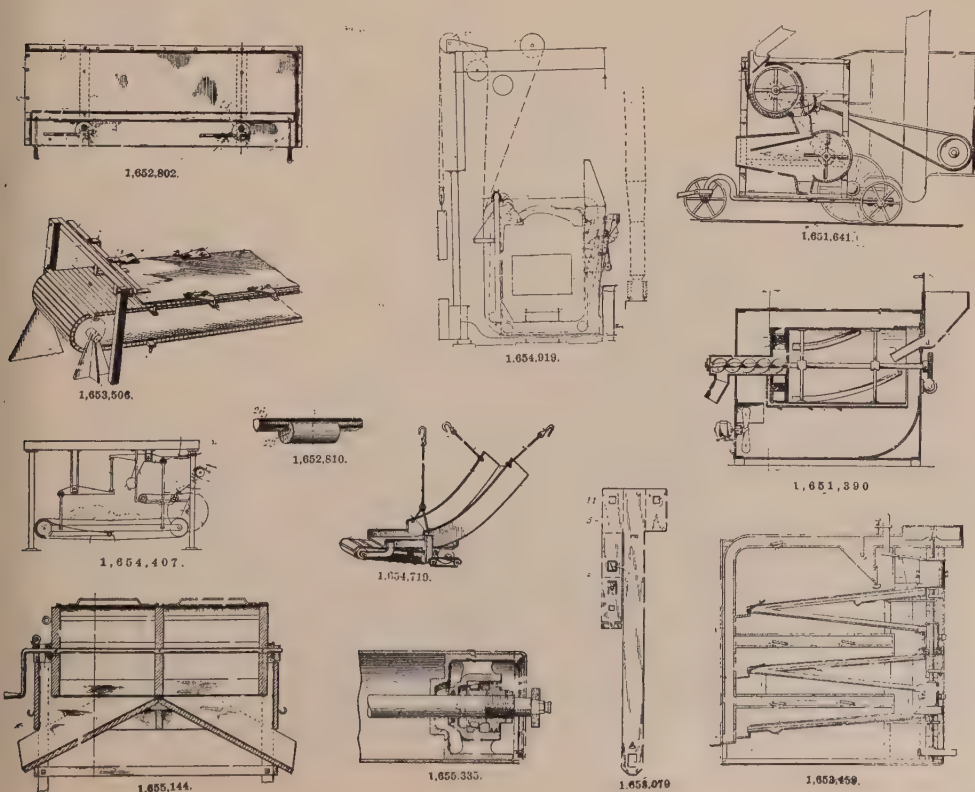
Dr. E. C. Stakman, of the University of Minnesota, professor of plant pathology in the College of Agriculture, Forestry and Home Economics, was the principal speaker, and reviewed the Conference pamphlet entitled "1927 Black Stem Rust," and the eradication campaign conducted under their auspices.

Millions of bushels of grain were unnecessarily ruined by black stem rust this year; not that rust can be entirely prevented, but this costly toll can still be substantially reduced, which would add materially to the wealth of the producers.

The loss on all grains during the past twelve years is conservatively put at \$54,000,000 a year average. The loss suffered on wheat alone is put at 50,000,000 bus. yearly during the six years from 1915 to 1920. During the following six years, from 1921 to 1926, the average drop in loss per year for all grains is put conservatively at 16,000,000 bus., as indicated by the preliminary 1927 stem rust loss forecast for Minnesota and the Dakotas, the heaviest losers, of wheat, a decrease of 67 per cent over the average 44,300,000-bu. annual loss between 1915 and 1920.

The reason attributed to the rust increase this year is the late planting necessitated by a late and wet spring, which lateness increases the probability of rust infection in direct proportion to such tardiness in planting and harvesting. A normal crop year in the spring wheat area is unfavorable to rust infection which spreads from the grain growing areas south of around Dallas, Texas, where the rust "over-winters."

The only other known source of rust is that which early every spring spreads from any common barberry which is growing in the states of the Mississippi and Ohio River valleys north of the thirty-eighth parallel.



Feedstuffs

San Jose, Calif.—Henry C. Jung has established a feed and grain business here.

Stoneboro, Pa.—New equipment has been installed in the Stoneboro Flour & Feed Mill.

Newton, Ill.—A feed and flour manufacturing plant is under consideration by O. L. Gray.

Memphis, Tenn.—J. B. Riley, W. H. Dwyer, D. S. Branch and associates have incorporated the Central Feed Mills.

Montgomery, Minn.—The Montgomery Feed Mill has become the property of Linus Ulbricht, of Jordan, Minn., of late.

El Reno, Okla.—The Canadian Mill & Elevtr. Co. is installing a 400-bbl. corn mill with a chicken feed outfit in connection.

Lancaster, Calif.—R. C. and T. J. Hitte, and T. K. Temple have incorporated the Lancaster Feed & Supply Co. for \$200,000.

Memphis, Tenn.—Thomas Wade, retired member of the feed milling house of John Wade & Sons, died after an extended illness on Jan. 2.

Sweet Springs, Mo.—Headquarters have been established here and feed mixing facilities purchased by the Sweet Springs Mineral Feed Co.

New Orleans, La.—George Camors, son of the late George B. Camors, an active figure in feed circles, died during the last week of the old year.

Jamesville, N. Y.—The Herrington-Palmer interests have not as yet announced their intentions regarding replacing the \$50,000 feed milling plant lost by fire on Dec. 16.

Martin, Tenn.—The American Milling Co. has started a retail feed and flour business, selling at the plant and delivering. This is quite a deviation from its former policy.

Kansas City, Mo.—Henry L. McCaw, whose marriage was recently announced, is now field sales manager for the Feeders Supply Co., manufacturing a complete line of poultry feeds.

St. Cloud, Minn.—Louis T. Phelps of the Haertel-Phelps Co., feed jobbers, has withdrawn from the firm to join the National Oil Products Co., manufacturers of cod liver oil for poultry.

Philadelphia, Pa.—Matthew A. O'Brien, many years a feed and grain dealer, and a former member of the Commercial Exchange, died recently at the age of 58. He is survived by his widow and four children.

Kansas City, Mo.—An elevator has been secured by the Hogan Mills Feed Co., and converted into a feed mill. A line of commercial mixed feeds is soon to be placed on the market. Edw. S. Hogan heads the organization.

Kansas City, Mo.—A complete molasses unit has been installed in the poultry feed manufacturing plant of the L. C. Worth Commission Co., preparatory to putting out a complete dairy, horse and cattle feeds and fatteners, and alfalfa molasses feeds.

Feed Movement in December.

Receipts and shipments of feedingstuffs at the various markets during December, as compared with December, 1926, in tons, were as follows:

	Receipts		Shipments	
	1927	1926	1927	1926
*Baltimore	1,088	993		
Chicago	13,934	10,626	42,324	49,334
Cincinnati	360	390		
Milwaukee	3,660	1,158	8,670	10,964
†New York	20	110		483
†San Francisco	415	353		
*Peoria	37,260	33,750	44,322	38,800
*Millfeed, †Bran, ‡Shorts.				

Kansas City, Mo.—Complete modern feed manufacturing equipment has been installed by the Mixed Feed Supply Co., formerly exclusive alfalfa meal manufacturers, and by Feb. 1 a complete line of commercial mixed feeds, particularly poultry and dairy feeds, will be put out.

Lubbock, Tex.—W. H. Stanton is increasing the capacity of his feed manufacturing plant to 10 tons an hour and his storage space to accommodate 50 carloads of finished products. When completed the plant will represent an investment of \$35,000. Mr. Stanton is a veteran feedman.

Sharpville, Ind.—John Keifer, head of the Keifer Feed Co., of Elwood, Ind., has taken possession of the properties of the Sharpville Mill, Elevator & Coal Co., which he purchased some time ago. J. J. Batchelor, who has managed this business for over a decade, has retired. The capacity of the feed plant is to be increased.

Kansas City, Mo.—Pruitt Turner is now sales manager for the Pan American Feed Co. Mr. Turner, who has been identified with feed circles of the Southwest for some time, was formerly general field representative for this branch of the Washburn Crosby Co.'s feed department. The Pan American manufactures a balanced ration line of hog feed.

Minneapolis, Minn.—Alfred Austin Beltz, aged 68 years, who had been engaged in the grain and feed business in Minneapolis since 1883, died at his home here on Dec. 26, after a long siege of illness. Mr. Beltz was born in Pennsylvania, coming here in the early '80's, to enter the feed jobbing trade. He is survived by his widow, a son and a daughter.—P. J. P.

Stuttgart, Ark.—M. E. Layne, aged 62, president of the Layne-Bowler Co. and a pioneer in the Arkansas rice industry, died at Prescott, Ark., on Dec. 22. He is survived by his wife and three sons. The Layne-Arkansas Co. of Stuttgart is a subsidiary of the Layne & Bowler Co., which was the first company to solve the water problem for the rice prairie.—P. J. P.

Lubbock, Tex.—W. K. Dickinson, grain dealer, is building a modern feed mixing plant, equipped with grinding and crushing machinery for utilizing cottonseed hulls and other waste by-products. Molasses will be mixed with the ingredients under steam pressure. The molasses storage vats accommodate 23,000 gallons, while the 40-bin storage plant accommodates 750 tons of ground feed. The investment is placed at \$15,000.

Cedar Rapids, Ia.—The Quaker Oats Co. will shortly erect a new cleaning and drying unit on the site of a feed house which burned here recently, according to an announcement made by John Stuart of Chicago, pres. The new building will cover twice the amount of ground which was occupied by the old structure and will replace the last of the old part frame buildings of the plant. Several additional Carter Disc Separators have been ordered.—P.

Des Moines, Ia.—H. R. Heath, aged 97 years, died at his home here on Dec. 27. He was one of the pioneers in America in the manufacture of oat meal. He built and operated mills in the early days, first in Canada and later in Massachusetts; also built the first oat meal mill in Iowa here in Des Moines, which was destroyed by fire about 35 years ago, after which Mr. Heath built the mill at Fort Dodge, Ia., now owned and operated by Quaker Oats Co.—G. Botsford.

East St. Louis, Ill.—E. C. Andrews and E. C. Andrews, Jr., and E. F. Dunmeyer have incorporated and are the officers of the Always-A-Head Mills, Inc., a subsidiary of the Black & White Milling Co. There will be no change in the policy or organization of the company. A corn milling and complete feed line will be manufactured. Eventually the former corporation will succeed the latter. "Always Ahead" is a favorite brand of the Black & White Mfg. Co. A new and ultra-modern feed plant will replace the smaller plant which burned last fall.—P. J. P.

Kansas City, Mo.—The Southard Feed & Milling Co. now has its new feed plant completed and in operation. It will be remembered it suffered the loss of its Kansas City, Kan., plant Feb. 11, 1926, and of their newly enlarged five-story mill here on last Apr. 7 with an accompanying loss of \$150,000, fully insured. The 200 carload warehouse and the 75,000-bu. elevator here, however, were saved from the flames, which units are the nucleus of the rebuilt properties. The new institution is now one of the largest and most complete feed mixing units in the Southwest. George F. Selders is pres.

The Interstate Cottonseed Crushers Ass'n at a recent meeting amended Rule 176, pertaining to bags, as follows: Meal and cracked cake—cottonseed meal and cracked cake must be packed in new burlap bags of not less than 8-oz. material, new cotton bags or new paper bags of equal tensile strength. When cottonseed meal is sold as an ingredient for mixed feeds or for fertilizer purposes, it may be packed in either new or second-hand bags or shipped in bulk, but in case of resale of such meal, it must be packed as described in the first paragraph of this rule. Effective Jan. 1, 1928.

Fremont, Neb.—The Johnson Milling Co. commenced manufacturing a line of mixed feedstuffs the first of the year. This new organization is headed by Charles C. Johnson, a former sec. and treas. of the defunct Fremont Milling Co., whose properties have been idle for the past three years. The plant occupied by the Johnson company, from which all the flour milling equipment has been removed, was built about thirty years ago. Mr. Johnson, incidentally, was identified with the old Fremont Milling Co. interests for a quarter-century.—(P. J. P.) The other unit formerly operated by the old Fremont Milling Co. was known as the Brown Milling Co.'s plant and a year ago last August we bought the "Brown Mill," which is considerably the larger of the two units formerly operated.—F. M. Ross, president-Mgr., The Fremont Mills.

Domestic Exports of Feeds.

Domestic exports of feedstuffs during November, 1926, compared with November, 1927, and for the 11 months ending with November, are reported by the Bureau of Foreign and Domestic Commerce, in short tons, as follows:

	November		11 mos. ending	
	1926	1927	1926	1927
Hay	1,508	1,624	13,900	13,616
Cottonseed cake	28,387	49,035	219,953	282,123
Linseed cake	20,458	28,653	264,175	298,312
Other oil cake	595	1,145	7,150	11,232
Cottonseed meal	19,157	14,755	108,735	118,099
Linseed meal	118	608	6,401	6,333
Other oil meal	54	61	895	1,218
Bran, etc.	272	75	3,614	5,328
Screenings	352	20	3,381	2,152
Other mill feeds	1,134	2,790	8,993	23,625
Prepared feeds	3,025	3,606	19,296	53,244

MINROL-PROTIN

The Complete Poultry Mineral

An interesting and informative bulletin is yours for the asking. It contains valuable formulae.

The Concentrate Products Co.
549 W. Randolph St., Chicago

Baltimore, Md.—Charles E. Herbst, feed and grain dealer, has returned to his desk after a prolonged illness.

Central Square, N. Y.—Possession of the recently purchased Bradbury Bros. Feed Mill here is soon to be taken by the purchaser, Geo. M. Preston.

Use of cottonseed meal as a fertilizer is increasing, according to U. S. D. A. reports. Some 450,000 tons were utilized in this manner during the past year, and 120,000 tons mixed with other fertilizer ingredients, according to the compilation.

Minneapolis, Minn.—I. B. Swanson, an active millfeed jobber of the younger generation, died New Year's day at his home here. Death was hastened by an attack of pneumonia during an illness from which he was thought to be recovering. Mr. Swanson entered this line following the close of the war. His widow and two children survive.

Kansas City, Mo.—The properties of the Phil E. Drought Feed Co. have come into the possession of the Nutrena Feed Mills, and will be converted into additional warehousing facilities, doubling present storage space in lieu of anticipated increased business during 1928. With the additional facilities the company will have a daily capacity of between twenty and twenty-five carloads of manufactured feed for livestock and poultry. A string of airplanes are also operated to advantage. Control of the Nutrena mills recently was bought by Van Roy Miller, who is president of the organization.—P. J. P.

Joplin, Mo.—Fire of incendiary origin destroyed the mixed feed plant and adjoining storage elevator of the Boyd-Pate Grain Co. here on that bitter cold night of Dec. 7, when the thermometer was hovering around ten above, with an accompanying loss of \$75,000. Approximately 20,000 bus. of wheat, corn, oats, and barley, and a large supply of bran and other feeds were also ruined. Five carloads of grain on track awaiting shipment to buyer were also burned. About 60 per cent insurance coverage was held. The blaze started at 8 p. m. and by 9:30 the strong west wind had whipped the structures into a charred mass. At the time of the fire the company was doing the best business in its 16 years of existence, and was booked ahead thirty days. In addition, a heavy season was planned, with a large and costly

amount of new equipment ordered. A new boiler for the old plant had arrived, but has not been set up. Firemen saved a storeroom adjacent to the milling properties. The firm also operates four other warehouses so will probably do a jobbing business until Spring, when a new and better plant will be built, being delayed until then because of inclement weather. The old foundation will be used. The new plant will probably have four stories, whereas the old had but three.

Five hundred pigs fed in John M. Evvard's tests at Ames, Ia., during the last year have revealed the value of a new protein supplemental mixture to be fed with corn and minerals to fall porkers. The new mixture has been named "Big Ten" by Mr. Evvard, who seems to have a knack for concocting appetizing, economic feeds for pigs. Pigs fed the "Big Ten" mixture reached 250 pounds average weight nearly three weeks, or eighteen days, sooner than did those fed the Trinity mixture, a supplement which has shown up well in putting pounds of fat on

A Double Drive-way.

Anton Peterson at Morganville, Kan., believes in being able to handle grain rapidly and give the farmers prompt service regardless of whether various grains are coming in at the same time or not. Tho his cribbed elevator has a total capacity of only about 14,000 bus. he is fortunate in having two drive-ways and two dumps.

Each pit is divided in two parts and fitted with a flip-flop valve which permits him to dump four different grades or kinds of grains without waiting for the leg to clear the pits. Grain is carried to the leg from the pits by a screw conveyor. Nine bins permit keeping grades separate.

One of the dumps is fitted with a Kewanee air lift for unloading trucks. In the other Mr. Peterson has retained the simple log dump with which it was first fitted. The fewer number of dumps, he says, the more accurate is the weighing. A photo of the double drive is reproduced herewith.

Mr. Peterson is an advocate of the hopper scale. He has one with capacity for 4,000 bus. for weighing his outbound grain. Power is supplied by two Fairbanks-Morse 10-h.p. motors.

pigs rapidly and economically in recent years. The new mixture is made up of tankage, 40 pounds; cotton seed meal, 20 pounds; peanut meal, 9 pounds; linseed oil meal, 15 pounds; alfalfa meal, 12.8 pounds; common salt, 1 pound; ground limestone, 1.5 pounds; iron oxide, .198 pound; wood ashes, .5 pound; potassium iodide, .002 pound. The Trinity mixture is composed of fifty pounds of tankage and twenty-five pounds each of linseed oil meal and alfalfa meal. The mixtures are fed in self-feeders. Mr. Evvard says the cost of gains for the Big Ten mixture was only \$4.58 a hundred, while the cost of the Trinity pigs was almost a dollar higher, or \$5.52 a hundred pounds.

The poor quality of Europe's wheat crop is expected to increase the imports.

Wheat and flour exports into Poland have been prohibited, effective Dec. 4.

Adulteration and Misbranding

Southern Cotton Oil Co., Montgomery, Ala., shipped 400 sacks of misbranded cottonseed meal into Maine, deficient in protein, federal authorities alleged on Mar. 2, when costs and the execution of a \$600 bond were imposed, conditioned in part that it be relabeled under the supervision of the U. S. Department of Agriculture.

Chillicothe (Tex.) Cotton Oil Co. shipped 300 sacks of misbranded cottonseed meal and 100 sacks of misbranded cottonseed cake into Colorado, deficient in protein, according to federal allegations made on Feb. 4, when costs and the execution of a \$500 bond were imposed, conditioned that the products not be sold or otherwise disposed of contrary to the law.

Planters Cottonseed Products Co., Dallas, Tex., shipped 200 sacks of misbranded cottonseed meal and a like amount of misbranded cottonseed cake into Kansas, deficient in protein content, according to federal testimony on Jan. 8, when costs and the execution of a \$500 bond was imposed, conditioned in part that it not be sold or offered for sale in violation of the law.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago
210 N. 13th St., Philadelphia, Pa.



Double Driveways of Anton Peterson's Elevator at Morganville, Kan.

Seeds

London, Ky.—Barnett Brothers, seed dealers here, failed recently.

Waltonville, Ill.—The Waltonville Seed Co. is enlarging its quarters.

Little Rock, Ark.—The Southern Seed Co. recently suffered a \$15,000 fire loss.

Decorah, Ia.—Fire recently did \$25,000 damage to the building of the Adams Seed Co.

Florence, Ala.—New equipment and other improvements have been completed by the Florence Seed & Feed Co.

Clarinda, Ia.—The Berry Seed & Feed Co. has installed a hammer mill in its retail merchandising outlet, for doing custom grinding.

Dover, Del.—The Delaware Corn Growers Ass'n have charge of the 21st annual State Corn Show to be held here on Jan. 11-13 in the Armory.

Evansville, Ind.—William Schuler has filed a petition in bankruptcy, listing the assets of his feed and seed business at \$520 and the liabilities at \$3,887.

Oklahoma City, Okla.—Fred L. Nichols has assumed management of the Merit Seed Co. For the past year Mr. Nichols has been in Los Angeles.

Middletown, No. Car.—Thos. D. Davis, T. C. Spencer, and associates have organized and incorporated the Middletown Grain & Seed Co. with a capital stock of \$10,000.

"Dicklow," a new type of wheat especially adapted to Utah and Idaho soils and climates, was one of the features of the Ogden Intermountain Hay, Grain & Seed Show, held Jan. 7-12.

Memphis, Tenn.—Louis A. Thornton, vice-pres. of the L. A. Thornton Seed & Grain Co., and his wife, were instantly killed by a fast passenger train at a main junction in Coldwater, Miss., on Dec. 26.

Baltimore, Md.—The name, good will and brands of the old seed house of W. A. Simpson Co. have been purchased by The Belt Seed Co., also of Baltimore. Business will be continued at the old address.

Chicago, Ill.—The Executive Com'te of the American Seed Trade Ass'n will meet here on Jan. 11-12 at the Stevens Hotel. Among other things, the place and dates of the annual convention will be decided.

Contributors to the fund raised by the Kansas Seed Wheat Ass'n for furnishing needy farmers with seed wheat on a crop sharing basis will receive 9¼ per cent of their contribution, on account of poor crop returns.

Portland, Ore.—Albert M. Hand has been named manager of the Portland Seed Co., with which he has been identified for the past 15 years, heretofore in charge of the Seattle office. An extensive expansion program is planned.

Toledo, O.—M. H. Van Den Berg, wholesale seed merchant and distributor, proprietor of the Monarch Buckwheat Grain Co., Cumberland Seed Co., and member of the Toledo Grain & Seed Exchange, has established additional offices and facilities here. Headquarters of the Cumberland Seed Co. are at Cumberland, Md. This branch is equipped with modern machinery for re-cleaning, bulking, grading, storing, general distributing, import, export, cash and futures business. All grass and field seeds, including peas, beans and sunflower; all grains, mill feeds, mixed feeds, cotton seeds, linseed, alfalfa meals and concentrates will be handled.

Stanford, Ky.—Charles B. Bottom, seed dealer, has made an assignment for the benefit of his creditors to Col. Matt R. Hargan.

Chicago, Ill.—Receipts of seeds during 1927, compared with 1926, were as follows: Timothy, 32,174,000-31,231,000 lbs.; clover, 14,981,000-16,974,000 lbs.; other grass seeds, 25,288,000-25,747,000 lbs.; flax, 2,898,000-2,274,000 lbs.; broom corn, 18,536,000-23,317,000 lbs. Shipments similarly compared were: Timothy, 32,778,000-25,730,000; clover, 10,130,000-10,610,000 lbs.; other grass seeds, 13,083,000-13,547,000 lbs.; flax, 19,000-43,000 bus.; broom corn, 12,451,000-13,451,000 lbs.

Syracuse, N. Y.—Prof. M. T. Munn of the New York State Agricultural Experiment Station called a meeting of seedsmen recently for a round-table discussion of pertinent problems perplexing professional merchandisers, the Bureau of Farms and Markets, etc. Prominent seedsmen of Buffalo attended. Co-operation between the numerous phases of the seed business and all allied agencies and interests was declared much to be preferred to a "static" condition between them, and greater harmony was pledged.

Oklahoma City, Okla.—At the semi-annual meeting of the Oklahoma Seedsmen's Ass'n held here during the last week of 1927, a legislative com'te was selected and charged with the duty of preparing amendments to existing seed laws, to be recommended at the coming session. The aim of proposed amendments will be to prevent misrepresentation of impure seeds as certified varieties. H. W. Horn, Charles Offutt and J. R. Eldridge of this point, and C. R. Donart of Jones, were the members chosen to act on this com'te. The annual meeting of the organization is to be held in Stillwater, sometime in August.

Minneapolis, Minn.—Two new varieties of grain developed by crossing at the Minnesota Agricultural Experiment Station at the University Farm, St. Paul, namely "Velvet" barley and "Gopher" oats, yielded from 6 to 9.5 bus. more an acre than the common varieties, it has been announced. Tests were made on several farms in Houston County with farmers growing the University and the common varieties on adjoining fields. The average yield for the "Velvet" barley was 42.4 bus. per acre, while that of common varieties was 36.62. The average yield of the "Gopher" oats was 59.94 bus. per acre, compared to 50 bus. per acre for the common varieties.—P. J. P.

Seed Movement in December.

Receipts and shipments of seeds at the various markets during December, as compared with December, 1926, were as follows:

	Receipts—		Shipments—	
	1927	1926	1927	1926
FLAXSEED.				
Chicago, bus...	297,000	183,000	2,000	.....
Cincinnati, bus.	490,330	669,140	207,690	122,140
Ft. William, bus.	.....	.....	.....	.....
" " "	656,280	677,137	99,372	18,693
Milwaukee, lbs.	140,140	71,300	.....	.....
New York, bus.	177,000	296,000	.....	.....
Superior, bus.	413,993	176,797	52,646	39,053
Duluth, bus.	376,321	355,673	672,605	721,725
KAFIR.				
Galveston, bus.	.....	.....	16,285	.....
Hutchinson, bus.	.....	.....	.....	.....
" " "	782,600	287,300	.....	.....
Houston, bus.	.....	.....	61,727	.....
St. Jos., bus.	1,500	.....	.....	.....
St. Louis, bus.	91,200	30,000	49,200	18,800
Wichita, bus.	24,000	54,000	9,600	10,800
CLOVER.				
Chicago, lbs.	1,544,000	1,350,000	894,000	1,013,000
Milwaukee, lbs.	625,049	264,310	173,943	201,185
Toledo, bags.	2,501	8,709	1,197	1,146
New York, lbs.	3,075	.....	1,912	.....
TIMOTHY.				
Chicago, lbs.	961,000	1,158,000	1,779,000	1,764,000
Toledo, bags.	1,695	131	832	.....
Hutchinson, bus.	.....	.....	.....	.....
" " "	1,000	9,000	.....	.....
Milwaukee, lbs.	30,000	90,000	81,000	280,788
ALSIKE.				
Toledo, bags.	959	217	353	76
SORGHUMS.				
Cincinnati, bus.	1,400	2,800	.....	.....
New Orleans, bus.	.....	.....	.....	.....
" " "	8,400	9,800	.....	.....
CANE SEED.				
Ft. Worth, bus.	55,000	15,000	1,000	.....
Wichita, bus.	6,000	.....	3,600	.....

Discoveries resulting from research into rust in wheat, conducted in the halls of the Dominion Research Laboratories, are to be divulged by J. H. Craigie, Winnipeg, Man., an outstanding character in this work, before the Botanical Society, at Washington, D. C.

Changing Conditions in the Field Seed Industry.

By Jas. H. Burdett, director Nat'l Garden Bureau, before New England Seedsmen's Ass'n at Boston.

In the field seed business, a change in buying motives has been under way ever since the war, and it has been much more serious for the field seedsmen than for the garden seed dealers, because while the latter in most cases carried the goods which the new demand placed first in favor, the field seed houses have seen a demand grow up for goods which they did not carry. They have seen a demand grow up which without radical changes in their methods of doing business they could not fill.

I am not in that business; and must speak as an outsider, and I trust you will pardon me if I display a lack of information; but it has seemed to me that many of the field seed dealers have indulged in hopes of combatting this new demand, and retaining methods of doing business which are rapidly becoming obsolete; and that these hopes have had the effect of restraining progress in the field seed trade, and delaying and making more difficult than they should be, adjustments in that business which are inevitable.

Demand for Seeds of Known Origin.—The demand I refer to is that for seeds of known origin which farmers are being taught by agronomists are of vital importance to them. We may or may not agree with what the agronomists are teaching, but each year sees a larger number of seed buyers looking for seeds of known origin.

To preserve the identity of small lots of seeds of field crops, from the time they are harvested until the time they are marketed, requires fundamental changes in our established marketing methods.

Handling seeds as commodities, capable of unlimited blending, and wholesale handling is dealt a death blow; and it makes impossible the old time practice of depending upon speculation for profits. It is perhaps no wonder that so many field seed merchants have viewed with the utmost reluctance the introduction of these new ideas into their business, and are still hoping that it will be possible to restore old time conditions. Suppose they are wrong.

Suppose the demand for seeds definitely classified as to ancestry and place of origin continues and comes to dominate the sales in field seeds as the new ideas about home gardening have come to control the garden seed sales? Will the seedsmen be better off or worse off? I am sure he will be better off. For several years he has been handling his goods at a commodity price, but with a specialty expense. He has been compelled to double or quadruple his cost of handling and selling his merchandise, and has been prevented from basing his selling price upon the cost of goods plus a fair merchandising margin. He has been prevented from doing this because his goods were not special lines, each having a peculiar and individual value, which enabled him to fix a price without regard to the general trading or speculative market.

Seedsmen's Sale Price Held Down by Commodity Level.—He might have purchased clover seed at a price which, when his cost of handling and selling were added, was greater than the general market price of clover when he came to sell, and thus because he has insisted upon handling clover which was like all other clover, and carried no special description, and could demand no special price, had to be sold at a loss. I think everyone will agree that the margins at which field seeds have been handled in the last few years have been very low, and the profits in speculation have been scarce.

When the field seed business has been transformed from a speculative business to a merchandising business, by the classification of its merchandise into so many different lines, with different values, that commodity trading in any one will be impossible, then the field seed merchant will base his selling price upon the cost of his merchandise, plus his expense plus his profit; and I see no reason why his profits should not be much larger and far surer than at present. The creation of the verified seed service of the Department of Agriculture is, it seems to me, a step of the utmost importance to this business, and the general adoption by the seed trade of this method of establishing the origin of seed will vastly benefit everyone concerned in it.

Why should we refuse to sell seeds of known origin to farmers that want them? You merely force these farmers to go to co-operative organizations, and thus build up your most serious competition.

The Seed Council Holds First Session.

The Seed Council of North America made its debut as the latest "bud" into seed organization society in Chicago on Dec. 2nd, 1927, when representatives of ten agencies held its first conference sessions. After the details of permanent organization had been formulated and adopted, the conference proceeded to discuss its first topic; namely, "State Seed Legislation." The report of this meeting will be issued as soon as the various agencies concerned have approved the minutes and recommendations as agreed upon by the delegates present. Those closest to this new movement feel that it offers the greatest of opportunities for obtaining results of mutual advantage to all agencies concerned.

The Seed Council was formed as a result of a preliminary conference held in Detroit last June at the call of the president of the International Crop Improvement Ass'n. The organization committee consisting of Dr. A. J. Pieters of the U. S. Dept. of Agriculture, F. W. Kellogg of the Kellogg Seed Co. of Milwaukee, and A. J. Ogaard, Chairman, worked up a detailed plan of organization and developed the preliminary studies of the State Seed Legislation question.

The organization meeting found the following men in attendance: Mr. O. S. Fisher, Office of Cooperative Extension Work, U. S. D. A.; W. A. Wheeler, Bureau of Agricultural Economics, U. S. D. A.; Edgar Brown, Bureau of Plant Industry, U. S. D. A.; A. J. Ogaard and H. R. Sumner, International Crop Improvement Ass'n; A. L. Stone, Official Seed Analysts and American Society of Agronomy; W. C. Pfaender, Commercial Seed Analysts; F. W. Kellogg and A. H. Flanagan of the Farm Seed Ass'n; Kirby B. White, W. G. Scarlett and Curtis Nye Smith of the American Seed Trade Ass'n; H. R. Kraybill, Ass'n of Commissioners, Secretaries and Department of Agriculture.

The permanent officers elected are: A. J. Ogaard, Bozeman, Mont., Pres.; F. W. Kellogg, Milwaukee, Wis., Vice-Pres.; A. L. Stone, Madison, Wis., Sec'y. Canadian delegates were unable to be present and some additional representation from interested organizations in the United States will broaden the scope of its influence.

The general plan of the Council may be briefly outlined as follows: Preliminary studies of questions selected for conference will be made by representative sub-committees which will present a report for the consideration of the entire Council. The recommendations of the Council are referred back to the agencies represented for approval before any action is authorized. The Council will probably confine its direct activities to arousing interest in the program adopted on the part of other agencies. Any member agency may promote the program adopted by the Council and such agencies will naturally not be subjected to the

usual suspicions as to ulterior motives as would be the case if the program were not a common one. The Seed Council conferences and resultant joint programs should bring about healthier relationships based on mutual interest, sympathetic understanding and better acquaintanceship. It marks a step forward in the development of a safe and sane American Seed Program.

Program, Farm Seed Ass'n.

The program of the two-day mid-winter meeting of the Farm Seed Ass'n of North America, to be held on Jan. 16-17 in the Drake Hotel, Chicago, Ill., is of unusual interest, as the following agenda indicates:

OPENING SESSION (Executive) at 10 a. m., Monday, Jan. 16: President's Opening Remarks, E. F. Crossland, Toronto, Ont.; Report of Sec'y-Treas., Clarence K. Jones, Baltimore, Md.; Appointment of Com'te on Reports of Officers and Standing Com'tes; Reports of the following com'tes: Expansion, traffic, co-operative com'te on agricultural interest; hard seed fellowship; arbitration, regional co-operation; legislative; trade rules; income; publicity; membership; joint meetings of seed ass'ns; grievance, and foreign relations.

DILLON T. STEVENS of St. Louis, Mo., is the first headliner on the program, speaking on "How the Ass'n can Serve Its Members to Increase Profits."

"Co-operative Industrial Advertising" is to be the subject treated by George L. Plant of the Domestic Distributing Department, Chamber of Commerce of the United States, Washington, D. C.

"Better Relationship in the Seed Industry," is the topic awarded A. J. Ogaard, Bozeman, Mont.

THE "OPEN" MEETING, to which the membership of the American Seed Trade Ass'n, Southern Seedsmen's Ass'n, in fact all seedsmen, are cordially invited to attend, opens at two on the same afternoon, and is destined to draw a record attendance.

THE CLOSING SESSION, also of "Executive" nature, is scheduled for the morning of the second day, Jan. 17. Reception of new members is followed by a report of the com'te on reports of officers and standing com'tes, unfinished business, new business, and open discussion on "Can Unnecessary Competition in the Buying Field Be Governed?" and adjournment.

New Haven, Conn.—The John H. Allan Seed Co., Sheboygan, Wisc., The Everett B. Clark Seed Co., Milford, Conn., and N. B. Keeney & Son, Le Roy, N. Y., have merged their interests under the name of The Associated Seed Growers, Inc., with headquarters here. Arthur B. Clark is pres.-treas.; F. Taylor Woodruff, Fred'k M. Clark and Earl F. Adams, all vice-presidents, and Meritt Clark, sec'y.

Directory

Grass and Field Seed Dealers

One line, one year (24 issues), \$10.00.

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchal....

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

FT. WAYNE, IND.

Kraus & Apfelbaum, field seed dealers.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

Tobin-Quinn Seed Co., Missouri Blue Grass.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

Kellogg Seed Co., field and grass seeds.

North American Seed Co., wholesale grass & field seeds.

Teweles Seed Co., L., field and grass seeds.

MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.

Northrup King & Co., field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.

Mangelsdorf & Bro., Ed. F., wholesale field seeds

Rye is now the only secondary cereal which will be allowed as admixture in bread flour in France. This ruling became effective Jan. 1. Efforts to have the ruling modified so as to include rye flour have been decided against by the Minister of Agriculture.

Austria:—By decree of the Austrian Ministry of Finance, effective until further notice, the import duty on the following grains and grain products has again been set at 0.30 gold crown per 100 kilos; wheat, meslin, spelt, rye, barley and oats. This duty is also to be used as the basic or compensatory duty for calculation of the duty on malt, flour and other milling products, wheat starch, etc. The former duty on these products was 0.25 gold crown per 100 kilos. The Austrian duties on grains and grain products are liable to periodical change, a given rate sometimes applying for only short periods.



Left to Right, Sitting: F. W. Kellogg, vice-pres.; A. J. Ogaard, pres.; A. L. Stone, sec'y. Standing: H. R. Sumner, Edgar Brown, W. A. Wheeler, H. R. Kraybill, Curtis Nye Smith, W. C. Pfaender, O. S. Fisher, Kirby B. White, A. H. Flanagan, W. G. Scarlett.

Supreme Court Decisions

Failure to Deliver Telegram.—Where railroad agent telephoned telegram message to telegraph agent at another town, it was presumed that telegraph agent heard and received message as it was telephoned to him, and it was not necessary for plaintiff, suing for damages for failure to deliver message, to prove affirmatively that such operator heard or received message as it was telephoned.—*W. U. Tel. Co. v. Baltz*. Supreme Court of Arkansas. 299 S. W. 377.

Forcing Compliance with Pooling Contract.—Co-operative marketing association held entitled to injunction for specific performance and damages against tenant, who sold his three-fourths share of potato crop in Eastern market, knowing of landlord's contract, whereby landlord was required to deliver to association all potatoes produced or acquired by him or over which he had legal right to exercise control.—*Wilson v. Monte Vista Potato Growers Co.-op. Ass'n*. Supreme Court of Colorado. 260 Pac. 1080.

Connecting Carrier's Liability for Damage.—Where interstate shipment of goods are shipped over connecting lines and arrive at their destination in damaged condition, there is presumption that damage is caused by the last carrier. Where goods moving in interstate commerce are shipped over connecting lines and arrive at destination in damaged condition, terminal carrier, to relieve itself of liability, has burden to show that damage occurred on connecting carrier's line, and that goods were received in damaged condition, and that terminal carrier was not at fault.—*Lyon v. Boston & Maine R. R. Co.* Supreme Judicial Court of Massachusetts. 158 N. E. 663.

Forgery of B/L by Railroad Employee.—Where railroad employee forged a B/L purporting to represent shipment of cotton from another city to a fictitious person, notify plaintiff, with draft attached, and on inquiry by plaintiff at railroad office, after notice of arrival, said employee falsely informed plaintiff that cotton had arrived, and thereby induced plaintiff to pay draft, with proceeds of which employee absconded, held that, notwithstanding Act Aug. 29, 1916, § 22 (49 USCA § 102 [Comp. St. § 8604kk]), and that it was part of employee's duties to give notice of arrivals, railroad was not liable, in absence of evidence that employee had actual or apparent authority to issue Bs/L in city where B/L purported to have been issued.—*Seaboard Air Line Ry. Co. v. Gleason*. U. S. Circuit Court of Appeals. 21 Fed. 883.

Warehousemen.—Depositor of wheat, who during burning of warehouse asserted right to remove it and was permitted to and did remove part thereof, held barred from subsequently claiming conversion of that part, having repossessed himself of his own. Where plaintiff stored wheat in defendant's warehouse, and during fire which destroyed warehouse asserted his claim, and was permitted to salvage part of the wheat, which he later sold in damaged condition, and subsequently sued warehouseman for conversion, instruction as to wheat salvaged that permitted recovery of difference between actual selling price and market price, if such wheat should be found to have been converted, held erroneous, since there could be no conversion prior to demand. In action against warehouseman for conversion of wheat, showing of emptying of particular bin containing wheat of depositor held not sufficient to take case to jury, since under evidence and "common mass" theory entity was warehouse, not particular bin.—*Stevens v. Wilson Creek Union Grain & Trading Co.* Supreme Court of Washington. 261 Pac. 399.

Title to Crop.—Where corn was planted in 1919 on accreted land by croppers under landlord who had no title, and true owner brought ejectment against landlord and croppers, true owner's claim for damages, rents, and profits were included in his judgment of May, 1920, and hence he could not maintain replevin suit for corn grown in 1919 and unsevered from land. True owner of land, having choice to sue in ejectment or in replevin to recover unsevered crop of corn grown on land, and having elected to sue in ejectment, with knowledge of facts, was precluded from suing in replevin.—*Duebbling v. Quimby*. Kansas City Court of Appeals, Missouri. 299 S. W. 629.

Arbitration.—Tho a court should be astute to avoid all legal technicality in the consideration of trade arbitrations of business men, an award must be sufficiently clear to put beyond doubt what is required of each party to the arbitration. Arbitration award, requiring buyer to accept a specified quality of silk "in accordance with the quality called for by the contracts," without identifying any particular silk as thus conforming or adjudicating that silk tendered complied with contract, held too vague and indefinite to warrant order confirming award, and the order and judgment thereon will be reversed, and matter remitted for further proceedings under Civil Practice Act, § 1457.—*Application of Albert J. Pfeiffer, Inc. Supreme Court of New York, Appellate Division*. 225 N. Y. Supp. 294.

A chattel mortgage duly filed so as to constitute constructive notice under the law of the state where the property is situate when the mortgage is filed will furnish like constructive notice, even though the property is thereafter removed to this state. The chattel mortgage in this case was upon a crop growing in Traill county, N. D. When the crop was about to be threshed, the mortgagee made an arrangement with the mortgagor to haul the grain to the elevator of the garnishee at Shelly, Minn., and store it as the mortgagee's grain. The arrangement evidenced a taking possession by the mortgagee rather than a forfeiture or waiver of its rights. The consent to a sale of the grain after garnishment did not change the status of any party to the suit.—*Silver v. McDonald (Shelly Elevator, Stock & Lumber Co., Garnishee)*. Supreme Court of Minnesota. 215 N. W. 844.

Buyer of Crop Protected by Landlord's Lien against Mortgagee.—Where no indorsement or waiver of her lien was made by landlord on tenant's mortgage of crop for supplies, but waiver, if any, was merely oral, buyers of crop from tenant, produced on rented land, avoided liability to mortgagee in foreclosure suit by showing existence of valid indebtedness or lien on part of landlord, in amount equal to or greater than purchase price paid, under Crawford & Moses' Dig. §§ 6888, 6890, 6891. Buyers of tenant's crop, as against mortgagee of tenant joining buyers in foreclosure suit, were required to prove by preponderance of testimony that amount of lien on part of landlord exceeded price paid for crop, under Crawford & Moses' Dig. § 6890, where landlord's waiver was not indorsed on mortgage, as required by sections 6888, 6891.—*Chronister Bros. & Co. v. Oswalt*. Supreme Court of Arkansas. 299 S. W. 11.

Supply Trade

Don't cling to outworn advertising ideas. Even Shakespeare is being dressed up in modern togs.

Silver Creek, N. Y.—The S. Howes Co. is again favoring the trade with calendar fillers for the holder sent out some years ago.

Indianapolis, Ind.—W. A. Mander, for many years connected with Nordyke & Marmon Co., since the purchase of this company by Allis-Chalmers Mfg. Co. has been representing the latter company in the territory adjacent to this city.

Manchester, Eng.—Henry Simon, Ltd., has favored us with one of its handy desk and wall calendars for 1928. On each day's sheet is printed some clever axiom to encourage the reader and lighten the burden of constant effort. Most of these are selected from an imposing list of sayings by masters.

Chicago, Ill.—Link-Belt Co. announces the appointment of four vice-presidents: Geo. P. Torrence, in charge of Indianapolis operations and sales; Geo. L. Morehead, in charge of Eastern operations and sales; Frank B. Caldwell, in charge of the Chicago plant and sales offices tributary thereto; W. C. Carter, in general charge of production, with headquarters at the general offices of the company.

Manchester, Eng.—Henry Simon, Ltd., has been awarded its biggest contract, the 80,000-ton grain elevator and extensive handling plant described on page 766 of the Journal, Dec. 25, as contemplated by the Great Southern Ry. Co. for erection at Ingeniero White, one of the two ports of Bahia Blanca, Argentina. There will be 16 lines of loading out conveyors alone, and 20 of the "Big 5" Carter Grain Cleaners, besides independent electric motors totaling 10,500 h.p. The machinery will be manufactured at the Cheadle Heath Works of Henry Simon, and the plant will be completed to handle grain of the 1930 harvest.

Charles J. Webb Passes Away.

The many friends of Charles J. Webb were shocked to learn of his sudden death on board the S. S. Sierra enroute from San Francisco to Honolulu January 3, 1928. He had been in failing health for some months and planned to spend the winter recuperating in the Hawaiian Islands.

He was born July 7, 1863, on a homestead farm near Nortonville, Kan., where his father, Daniel Webb, one of the pioneers of Kansas, had settled. As a boy, Charles was fascinated by the railroad which passed near the farm and whenever possible he would go to the station and help the local agent in every way he could, without pay. The agent grew very fond of him and taught him telegraphy. Consequently his first job was that of "ham" operator. Soon he was promoted and became relief agent and operator. Later he was appointed local agent at a little station in Nebraska on the C. B. & Q. railroad. He left that position to accept service with the A. T. & S. F. railway at Topeka, where he worked successively in the accounting, treasury and operating departments. Later he was promoted to a responsible position in the office of Pres. E. P. Ripley, at Chicago. Then he became auditor of one of the Santa Fe's subsidiary lines in Texas with headquarters at Beaumont. From that position he accepted service with the International Seal & Lock Co. Having unusual executive ability he soon became vice-pres. of the latter company, which position he occupied at the time of his death.

Mr. Webb traveled a great deal, both in this country and abroad, and made many friends wherever he went. He was of sterling

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Chicago, Ill.

A few dollars saved on legitimate freight claims is worth while; examination of old records costs nothing; charges are not to exceed 33% of amount saved; frequently less. 305 country elevator managers and owners have benefited thru this service, and it's worth a trial.

W. S. BRAUDT
Pres. and Treas.

HARRY J. BERMAN
General Counsel

integrity, broadminded, congenial, affectionate and generous.

He was a member of the Illinois Athletic and Midlothian Clubs of Chicago, and the Engineers Club of New York City. Twice he was elected Pres. of the Illinois Athletic Club. During his residence at Topeka he was prominent in Masonic affairs, having been Master of Siloam Lodge of that city, as well as Grand Master of the State of Kansas. Funeral services will be held at Nortonville, Kans.

Mexican export duty on unspecified beans, which now pay 5 centavos per gross kilo under item 92-B of the export tariff, has been reduced to 30 centavos per 100 gross, effective Jan. 8, 1928. In addition to the export duty, there is a surtax of 12 per cent of the duty.

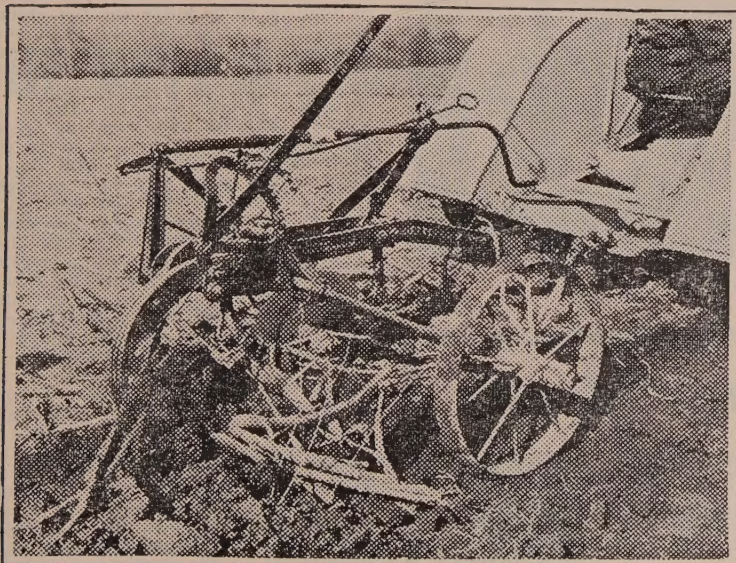
Corn Borer Quarantine Revised.

Revision of the European corn borer quarantine became effective Jan. 1, 1928. The newly quarantined territory, in which infestations were discovered during the summer and fall of 1927, consists of 781 townships in Vermont, Western Massachusetts, New York, New Jersey, Pennsylvania, Ohio, Indiana and Michigan. The corn borer is now known to exist in 13 states, namely Massachusetts, New Hampshire, Maine, Rhode Island, Connecticut, Vermont, New York, New Jersey, Pennsylvania, West Virginia, Ohio, Michigan and Indiana.

The borer has moved south in Ohio until more than half of the state is infected. In Indiana the infested area has practically trebled in the past year, but is still confined to the northwestern corner of the state and the government spent \$10,000,000 in an effort to exterminate the pest.

The products affected by the revision are corn, broom corn, sorghums and sudan grass. Inspection and certification are required for the interstate movement of clean shelled corn and clean seed of broom corn to uninfested districts. The shipment of corn stalks and ears to uninfested territory is prohibited. The quarantine regulations are also rearranged in this revised edition, which constitutes the sixth revision of Quarantine No. 43, but no material change is made in the requirements for interstate movement.

WIRE YOUR PLOW TO BATTLE BORER



A few cents worth of No. 9 wire, properly attached to a plow as in this picture, is helping to rout the European corn borer. Throughout the infested area this spring farmers are using wires like this, each 10 or 12 feet long, to put the stalks and refuse in the bottom of the furrow.

Foreign Trade in Dry Beans and Peas.

By M. A. WULFERT, FOODSTUFFS DIVISION,
DEPARTMENT OF COMMERCE

The value of the foreign trade of the United States in dry beans and peas was \$5,662,713 in 1926, imports representing \$3,037,295 and exports \$2,625,418. Dry beans constitute the bulk of this trade, exports in 1926 amounting to 586,458 bus. and imports to 1,092,307 bus.; exports of dry peas amounted to 126,281 bushels and imports to 210,908 bus.

The export trade in dry beans reached its peak in 1919, when 3,795,420 bus. were shipped to other countries. Since that year exports steadily declined until 1925, when the total was 498,969 bus. There was an increase in 1926, when shipments amounted to 586,458 bus., valued at \$2,089,396, giving an export value of \$3.57 a bushel as compared with \$4.31 in 1925 and \$3.97 in 1924.

Cuba is our largest market for beans, but shipments to that country dropped from 601,662 bus. in 1923 to 346,009 bus. in 1925 and were only slightly higher (390,658 bus.) in 1926. Exports to Cuba represented 80 per cent of the total exports in 1923 but only 66 per cent of the 1926 exports. Total imports of dry beans into Cuba have increased from year to year and in 1926 amounted to 1,299,112 bus., larger quantities being received annually from practically every bean-exporting country of Europe. Many types of beans are found on the Cuban market, including the red kidney, white marrow, speckled, pink and black.

To Mexico there was a marked increase in United States exports of beans in 1925 and 1926. From 16,581 bushels in 1922 exports rose to 62,160 bushels in 1925 and to 85,744 bushels in 1926.

Canada, Nicaragua, Panama, and Colombia have also been growing markets for beans from the United States, these countries taking about 10 per cent of the 1926 exports, as compared with less than 5 per cent of the exports in 1922.

In addition to the exports to foreign countries in 1926, 406,256 bus. of dry beans were shipped from continental United States to

Porto Rico, 18,994 bus. to Hawaii, and 5,767 bushels to Alaska.

Imports of dry beans in 1926 (1,092,397 bus., valued at \$2,464,470) were the lowest since 1921. Imports dropped from 2,076,034 bushels in 1923 to 1,134,729 bus. in 1924 and rose to 1,445,354 bus. in 1925. The import value per bushel was \$2.25 in 1926, \$3.33 in 1925, \$2.44 in 1924, and \$2.09 in 1923.

Farmers respect nothing and no one, so why should grain dealers be so conceited as to think they command the respect of their clientele without demanding it through their business practices? The least respect is accorded lenient credit grainmen, as is obvious by their own testimony. If you haven't "g-u-t-s" enough to demand a negotiable note for all side-line sales then get into some other line of endeavor like the gasoline business where everything is cash! Credit always did and always will make enemies.

HESS PNEUMATIC GRAIN DRIERS

Used everywhere—
NONE BETTER

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

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Calendars Received.

The Edward R. Bacon Grain Co. is sending its friends a large wall calendar, about 2x3 feet. The numerals are large and can be read at some distance. A pastoral scene in colors adorns the upper part, the subject being a grain field at harvest time.

John E. Brennan & Co., grain and seed commission merchants of Chicago, distributed a very pleasing calendar for 1928, printed in red and black, with plenty of restful white-space thruout. The piece is unique in that it has none of the customary lines chopping up its face.

Jesse C. Stewart & Co., Clarksburg, W. Va., issued a striking calendar done in bold-face black and red type this year, and featuring the motto of the firm, viz., "Quality and Service!" Both the past and the coming month are conveniently displayed with the current month's days.

The Grain Insurance and Guarantee Co. of Winnipeg, Man., has issued a very sensible calendar again this year. Each new month bears a watchword of safety most poignant of the predominating hazard of that particular month. Some of the more pointed watchwords are: "Carefulness is the best Fire Preventative!" "Be Careful with Your Lamps and Lanterns!" "Never Handle Gasoline by Artificial Light!" "Be Careful with Matches and Cigarette Stubs!" "Keep Your Windows Closed at Night!" "Stand by Your Elevator During an Electrical Storm!" "Look Out for Fire During Electrical Storms!" "Examine Your Extinguishers!" "Oil All Parts of Moving Machinery Regu-

larly!" "Examine all Bearings during and after a Heavy Run!" "Please Co-operate with our Inspectors!"

Geis-Price Elevator at Enid Burns.

A disastrous blaze following what is reported as a dust explosion razed the 65,000-bu. iron-clad elevator of Geis-Price Elevator Co. last month. A loss of \$150,000 was involved, about two-thirds of which was covered by insurance. About 45,000 bus. of wheat and a few hundred bus. of uninsured corn was destroyed.

The structure was a mass of flames before the fire alarm was sounded and upon arrival of the entire fire fighting apparatus of the city it was found impossible to save much of the plant from the blaze. Quick action on the part of the railroad enabled two switch engines to drag railroad equipment on the side-tracks out of the danger zone.

Karl Geis, principal owner, and Harry and Edward Palecke, partners in the enterprise, were undecided about rebuilding. Mr. Geis was one of the original partners acquiring the property from J. H. Shaw in 1920. During the past few years they have been making constant improvements in mechanical equipment for grinding and have built up a good sized commercial feed business. Late last November they added the old Chapman mill, formerly known as the Jinney Mill, to their facilities and repaired and remodeled it into a feed mill capable of taking care of their constantly growing business.

Mail to Argentine requires only domestic first class rates of two-cents an ounce. Parcel post goes at third-class rates.

Insurance Notes.

The man who examines his plant before closing is seldom awakened in the night with the cry that his elevator is burning.

Kansas City, Mo.—The annual meeting of the Western Millers' Mutual Fire Insurance Co. is to be held here Jan. 10, in the offices of Charles H. Ridgway, secretary.

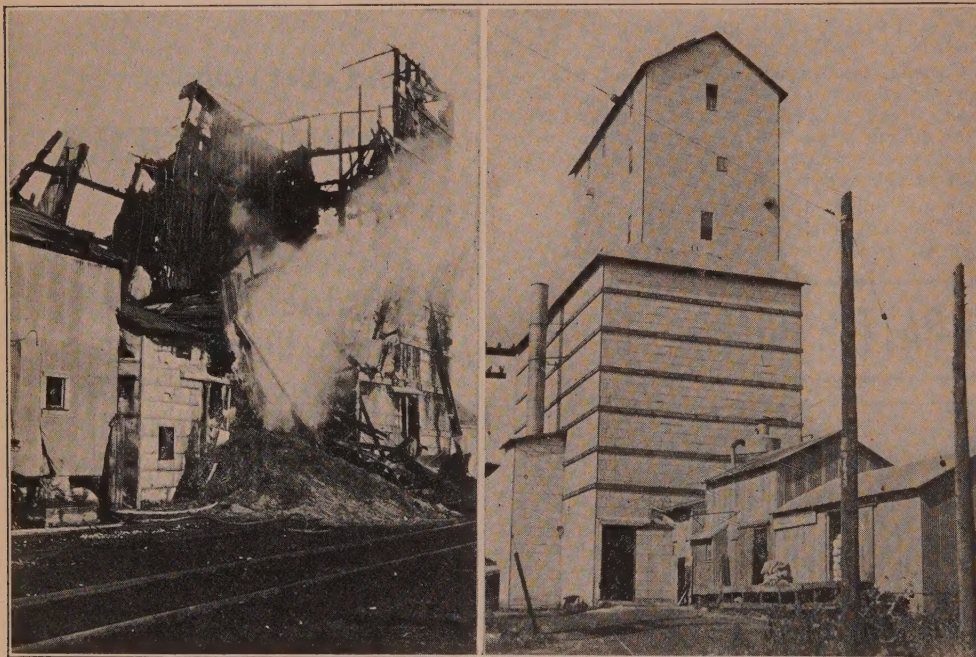
The seven thousand or more mills which have disappeared in the past few years have not been merchant mills, but chiefly grist and exchange enterprises. Merchant mills, which have passed out of existence have been replaced largely by other plants of equal size in other localities, more favored by changes in currents of wheat production and flour distribution.—The *Northwestern Miller*.

Do you pay yourself a salary? Did you ever stop to figure that if you leased your elevator you would expect interest on your investment plus a profit, and that the man leasing your elevator would expect to make a living wage in addition to rent money? Not paying yourself, either as owner or lessee, a salary every year is literally working for the love of it. Would you consider anyone sane in any other line of endeavor that spent his hours dutifully year in and year out for no consideration? How about yourself?

Books Received

DEFINITIONS AND STANDARDS FOR FOOD PRODUCTS, including service and regulatory announcements, superseding Office of the Secretary of Agriculture Circulars 13, 17, 19 and 136, is being circulated by the U. S. Department of Agriculture, Washington, D. C. Within its covers definitions and standards for food products adopted as a guide for the officials of said department in enforcing the Food and Drugs Act, are set out. These definitions and standards include those published in the form of Food inspection decisions and those in Circular 136, which have not been superseded by such decisions. Included are grains and meals, grain and seed products and by-products, etc.

FREIGHT TRAFFIC RED BOOK, 1928 edition, revised to meet the latest requirements, is a practical reference book for the active traffic man, a daily guide for the shipper, a condensed but comprehensive text book for the transportation student. It constitutes the work of a number of practical traffic men who are authorities on their subjects. In the list of matters covered are rate bases, demurrage, storage, weights and weighing, transit privileges, freight claims, I. C. C. tariff rules, tariffs and supplements to Oct. 1, 1928, rate territories, rate factors, rate structure investigation No. 17000, shipping orders and bills of lading, diversion and reconsignment, lighterage, switching, routing, payment of freight charges, Bills of Lading Act, Interstate Commerce Act, Elkins Act, Transportation Act of 1920, etc., Land Grant rates and mileages, freight classification, rules of practice before the Interstate Commerce Commission, general fourth section orders of I. C. C., inland waterways and barge-rail rates, freight consolidation service, United States Warehouse Act, export and import traffic, foreign trade definitions, drawbacks, marine insurance, York-Antwerp rules, the metric system, foreign banking, foreign credit insurance, foreign orders of I. C. C., Harter Act, United States Arbitration Act, U. S. Shipping Act, Home Port Act, assigned car cases, express service, miscellaneous, etc. Reproductions of various standard forms are used to clarify the discussions. The volume is arranged with ready reference and cross reference. Cloth, 768 pages, 8x11 inches, with map of the United States, Canadian and Mexican classification territories. No traffic manager can afford to be without this guide. The Traffic Publishing Co., 150 Lafayette Street, New York, N. Y. Price \$8.00.



The Geis-Price Elevator at Enid, Okla., Before and After the Fire.

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With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and a ticket for the hauler. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$ inches. The 125 duplicates are printed on manila but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

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Form 19GT Triplicating (375 pages) 2.00

Grain Dealers Journal

309 So. La Salle St.

Chicago, Ill.

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going to make any changes in your plant this year? If so, perhaps we can be of assistance—especially if it's an engineering problem or will involve your insurance rate. Just tell us about it. If we can help, we'll do it. There is no charge for this—it's part of our regular service.

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The contour of the rocker pin has been changed and the cross section of the seat pin has been increased. This gives a more rugged and sturdy joint, 8% heavier, and with an increase of 50% in breaking strength.

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